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THE SALE OF WINE

THE SUPPLY, THE CARE AND THE SALE OF WINE

A BOOK OF REFERENCE FOR WINE-MERCHANTS

BY

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"Wines and Spirits," "The Blood of the Grape," etc.

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INTRODUCTION

MAN—and needless to say man embraces woman—has a body which requires food and rest just as much as the body of all living creatures. But man—even when he is a brute—is never a mere animal; he is blessed or cursed not only with a restless soul but also with a mind that requires, just like the body, both food and relaxation. In all times and among all civilised peoples, this imperious want has been felt and has been supplied by literature and by Wine. Literature in all its forms—that is the written or spoken word—supplies both food and relaxation such as are needed by the brain to grow and attain to its full development. Wine is closely allied to literature; it has also supplied man's brain from the earliest times with both food and relaxation. The cinema has shattered the monopoly which the drama held for many centuries in popular favour, and ardent spirits have, in a like manner, undermined the ancient fame of Wine. The Wine Trade is not in a flourishing condition, neither is the drama, but both have lived so long and passed through so many crises that I, for one, refuse to believe either is doomed. All I am prepared to grant to pessimists is that, if dramatists equal in every way in talent and genius to those who graced the reign of Queen Elizabeth were to grace the Court of King George V, their plays would not receive the same measure of popular support as did those of the Elizabethan dramatists; they

would leave quite indifferent millions of cinema goers. Similarly, were the Customs to relent and ask for no duty on wine, should wine merchants become philanthropists all, and should good sherris-sack be offered for sale at 4d. per bottle as of old, the consumption of wine per head of the population would not revert to what it was in the days of Shakespeare ; it would increase, of course, but millions of spirit drinkers and teetotallers—two species unknown in the good old days—would not be affected in the least and would not be tempted to become wine drinkers.

That much I will grant, but no more ; I have too much faith in the future of the human race not to be convinced that there will always be a demand, and a keen—even if it be limited in spirit drinking countries to a comparatively few people—a keen appreciation of one of God's greatest gifts to man : Wine !

Wine

Wine is the fermented juice of fresh grapes. Wine contains a comparatively small proportion of alcohol, a very large proportion of water, and small, but physiologically most important, quantities of sugars, of acids, and of a very large number of solid and volatile parts of vegetable or mineral origin.

The part played by alcohol in all wines is very important, but not all-important. Alcohol keeps together all the component parts of wine ; it is the canvas on which the picture is painted, but you do not buy the picture for its canvas any more than you drink wine for its alcohol. If you want to get drunk or if you want to drink alcohol, you must go to the chemist or to the distiller, but not to the wine merchant.

Wine Merchants

Wine Merchants, such as I hope you may all be some day, have something much more difficult to do than make money—something more difficult and also more práiseworthy ; it is to save their fellow-men from falling into the extremes of alcoholism and teetotalism, of making pigs or asses of themselves. Both these dangers can best be avoided by keeping to the middle course, the fairway of wine, which is neither water nor alcohol, but a marvellous combination of a hundred and one excellent things harmoniously blended in a solution of water and alcohol.

In order to sell more wine and to a greater number of people, you must know something about wine ; you must be in a position to talk " Wine," to make people take an interest in wine, to make them feel that they can place their trust, not only in your honesty, but in your judgment. If you are content to hand over the counter a flagon of wine as the grocer hands over the tin of sardines asked for, you do not deserve the name of Wine Merchant.

Wine is harmony, but harmony is not a formula, nor made of cast iron ; each colour is harmonious by itself ; all colours can be blended harmoniously in countless ways, and their harmony is at the mercy of any and the slightest change.

It is the same with wine ; different vineyards yield different wines : wines are made, blended, matured by different people in many different ways, thus giving a chance to everybody, rich and poor, anæmic and full-blooded, sick and healthy, of drinking some wine which will be suited to his or her individual requirements.

All have a chance, but I confess that in the majority of cases it is but a very poor chance. Why ? Because the majority of men and women do not know which wine is best suited to their means, their taste or state of health. You cannot blame the public if they do not know what wine to drink ; they all have something else to do, and although there are laymen whose knowledge and appreciation of wine is remarkable, you must expect the public to be as ignorant about wine as they are about law or medicine.

Hence it is up to you to diagnose, to advise and to prescribe when the same men who go to their doctors and lawyers, when in need of professional advice, shall come to you and ask you what is best for them to drink.

A Wine Merchant is not a penny-in-the-slot machine that delivers goods for cash : he is an expert who can save his client not only money, but that which is of much greater value than money, i.e. health.

You must be prepared and always willing to help your customers : it is not only a question of Christian charity, but of sound business.

If you sell a wine which you want to get rid of, or upon which you are making more profit, instead of a wine which would have suited the particular requirements of the buyer, you will lose—and quite rightly, too—a customer who might have forgiven you easily had you charged him too much, but who will never forgive you the humiliation of having placed before his guests a wine unworthy of him as a host.

The range of wines, from the most excellent of which there may exist but a few bottles in the world, down to the commonest types, of which there is a glut, is so great that you will have considerable difficulty some-

times in choosing what you want—that is to say, what your customers are likely to want. Your guiding star should be always to secure, in the first place, so as to supply eventually, nothing but sound, honest wines, be they common or fine.

Common Wines

Common wines must not be waved aside as unworthy of your notice. Far from it. Remember that common salt, common as it is, and common sense, uncommon as it is, are excellent, not to say indispensable.

Do not turn away from common wines because they are common, but see that their cost is such that you will be able to sell them at a price which will place them within the reach of the masses.

Common wines are plentiful and not particularly pleasant; they are not a luxury but one of the necessaries of life—a common article of diet, and as such their two outstanding virtues should be soundness and cheapness.

Common wines when not sound are not worth buying, however low their price may be, whilst common wines which are sound but too dear are difficult, if not impossible, to sell, however wholesome they may be.

The consumption of common beverage wines should be encouraged; they are the only wines within the means of a large number of people who will never taste wine unless you place within their grasp wines that are a more wholesome as well as a cheaper form of thirst-quenching beverage than spirits.

Poor people will not all be always poor; some of them will get on in life, will acquire the taste for better things as they acquire the means wherewith to secure

them, and you will presently be able to sell them better wines.

Fine Wines

As regards fine wines, quality is more important than price, but you must not be hypnotised by names or labels ; aim always at good value.

A little-known wine may be remarkably well succeeded one year, and yet its price may be much below that of a well-known growth which is not up to standard ; there is your chance to secure for your customers good value, better value than they will be able to get from your competitors, and it is by availing yourselves of such opportunities that you will make a name for yourself and bring business to your firm.

The vine is cultivated in every temperate part of the world ; much wine is made and will continue to be made in Europe, Africa, America and Australasia, but the appreciation of wine in England in years to come depends very largely upon you. You have chosen the wine trade as a profession, and the more proficient you will become the greater will be the confidence that the public will place in you, the greater will be the number of wine drinkers, and the greater will be the blessings which they will receive at your hands.

Theory and Practice

It is quite true that an ounce of practice may be worth a pound of theory, and you cannot hope to be experts, to know—I will not say all there is to be known about wine—but to know enough about it to deserve the confidence of your employers and of the consumer, without practice, without putting on a

leather apron and doing your own cellar work. At the same time, you can and you should learn from books and in the lecture room a great deal which will be of help to you. You know that Suzanne Lenglen is and has been for the last three years the lady Tennis champion of the world ; of course, she has had lots of practice, but she will tell you herself that she owes the place she holds in the tennis world entirely to her father ; I believe that he was a club tennis marker who saw a lot of tennis played, but who never played a single game himself ; onlookers always see most of the game, and he saw how and why matches were won and lost ; he trained his daughter, told her what to do and what not to do ; she put into practice the lessons she received, and beat the best players—players with far more practice than she had, but not so much nor such sound theory as she had the benefit of receiving.

Take another case, that of Marshal Foch, a soldier who had practically no practice as regards fighting, who had studied and taught the art of war in schools until the war came, and who won the war when he was given the chance of putting his theories into practice.

Bear such examples in mind when you will be tempted to stay away from any of this winter's Lectures ; you may find them dull ; you may be told that you are wasting your time and that a little inside knowledge, a bottle of wine with a friend or two, for instance, will be of far greater value to you ; do not believe it.

There are many blind men who are able to earn their living, who are able to do certain work remarkably well. But would they not do the same work much better, much quicker, if they could see ? Would

they not, above all, give all they have to give for the joy of seeing the light of day ?

You can do cellar work and office work as well as blind men make brushes—and they make brushes very well indeed—merely through routine and application, but remember that knowledge is light ; remember that to know is to see ; that the more you know the better you will see ; that the better you see, the better you will understand ; and that the better you understand your work and your business, the greater will be the satisfaction you will derive from your work, and the more successful will you be in your business.

The Future of the Wine Trade

In spite of my incorrigible optimism, I am not blind to the fact that high taxation, heavy import duties, the constant rush of modern existence, the whisky habit, prohibition and economy propaganda, the ignorance of the great majority of doctors as regards dietetics, the absence of cellars in modern houses and flats, the extortionate charges of most caterers, and a number of other adverse factors, make the future of the wine trade look very gloomy.

But it is not so much the fate of the wine trade which troubles me ; my greatest concern is the fate of the coming generations who may never know the marvellous virtues of the generous blood of the grape, the most perfect example of harmony devised by Providence for our relaxation, wine, that not only makes glad the heart of man, but makes man human.

It must not be, and it shall not be, if you realise the dignity of your profession and the mission which is yours.

Other people sell steel, coal or cotton to make a living, to earn money so that they can afford to buy good wine and to enjoy other amenities of a cultured life ; their sole ambition is to buy in the cheapest market and to sell at the highest price possible.

Not so the wine merchant. The wine which he sells is not the wine he has bought at a lower price than he is demanding ; it is a wine which he has nursed from infancy, weaned, brought up and trained at considerable financial risk to himself until he can introduce it to his friends with the fond parent's pride who introduces his boy fresh from Oxford.

And it is not only pride that the true wine merchant feels when he parts with the wine which he has carefully and intelligently bought, shipped, racked, fined, bottled and matured ; it is also a sense of responsibility which will last as long as the wine itself.

In what other trade except the wine trade is it customary for the seller to make good to the buyer any defect which may develop with age, or even to take back and replace goods which were sold from sample ?

There is none, and, believe me, you belong to a most honourable profession, one which you have every reason to be proud of, and one of which you should have at heart to show yourselves worthy.

The following twenty chapters represent the substance of the Wine Trade Club Lectures delivered by Mr. André L. Simon at Vintners' Hall during the winter 1922–1923.

Appendix A is an extract of the hitherto unpublished Lectures delivered at Vintners' Hall during the winter 1920–1921.

CHAPTER I

Red Wines

LET us look round and see where in the world we can find adequate supplies of red wines, other than fortified and sparkling red wines. Our greatest trouble will not be to find but to choose from the enormous quantities of red wine made every year in all vine-growing parts of the world.

Let us begin out quest in France ; it is the largest wine producing country in the world, and we shall find there a greater choice than anywhere else ; then we shall go to Italy, the next largest wine-producing country ; to Spain, Portugal, and the other European wine-producing lands, where we shall find supplies of red wines which, as regards both quality and price, may be of use to us. Having ascertained what we can find in Europe, we shall go farther afield and see what Africa, Australia and America have to offer.

FRANCE

In every part of France, the Northern seaboard excepted, vines grow and red wine is made, but in the great majority of cases such wine is not available for sale, or, if available, it is not fit for exportation ; it is consumed by the growers themselves or sold for local consumption.

The red wines of France which interest us, wines

which are " commercial " and suitable for export, may be divided into four main classes, viz. :

Bordeaux,
Burgundy,
Rhône Valley,
Midi.

BORDEAUX

Bordeaux holds the pride of place among all names made famous by wine.

More and better wines have been shipped from Bordeaux to all parts of the world than from any other port during the last sixteen centuries, and the great majority of this marvellous flow of wine has been red wines.

The red wines of Bordeaux are red, not black ; many are ruby red, but none possess that dull, inky colour which is the distinctive mark of newly-made wines from the commoner and more prolific species of vines.

Seven hundred years ago, when the wines of Bordeaux began to be shipped freely to England, they were distinguished from the other coarser red wines by their colour, and they were given the name of " Clairet " or Claret, which has been theirs ever since.

Bordeaux was built on the left bank of the Garonne a few miles before this river is met by the Dordogne at the Bec d'Ambès ; both these rivers lose their names when they mix their waters between Bourg and Blaye, almost opposite Margaux ; they become then the river Gironde, which flows into the Bay of Biscay, some fifty miles farther west.

The Département of Gironde is named after the river

Gironde, which flows during a great part of its course between the vineyards of the Médoc, along its southern banks, and those of Blaye on the opposite side, to say nothing of some islands in the middle of the stream, where vines grow and wine is made.

But the lower valleys of both the Garonne and the Dordogne before they meet to form the river Gironde are within the boundaries of the Gironde Département and produce much Claret ; the red wines of Graves and those of St. Emilion are the more famous of these, whilst a large quantity of wine more moderate in price and quality is made from vineyards between the Garonne and Dordogne Valleys—a district known as Entre-Deux-Mers—as well as upon the hills on the right bank of the Dordogne and practically everywhere in the Département of the Gironde, with the exception of the seashore.

The average yield of the Gironde Département is approximately 64 million gallons of red wine—ten times more than the whole Australian wine harvest.

Naturally, the bulk of such an enormous quantity of wine is merely sound red beverage wine, and only some eight million gallons are very much better than any red beverage wines produced anywhere else in the world, the Côte d'Or excepted.

The best red wines of Bordeaux are produced in three distinct districts known as

Médoc,
Graves,
St. Emilion.

Medoc

The Médoc is barely fifty miles long and six miles wide, a strip of land along the south bank of the

Gironde, low, undulating, its soil mostly poor and its scenery not particularly picturesque.

But the Médoc alone is responsible for about half the finest red wines produced throughout the world. It is only right, therefore, that we should go to the Médoc first as soon as we arrive at Bordeaux.

The Graves district, close to Bordeaux, St. Emilion, Blaye and Bourg, were famed for their wines centuries before a single vine ever grew in the Médoc, but in spite of its later start, the Médoc has outdistanced them all.

Châteaux

The sixty best Estates, or Châteaux, of the Médoc have been divided into five classes, only three being placed in the first, sixteen in the second, thirteen in the third, eleven in the fourth, and seventeen in the fifth.

Of course, you must not take this to mean that year after year, in cask or bottle, at Bordeaux or in London, the wines of the Médoc can be placed in order of merit according to this official classification.

As a rule, the wines of the Médoc are true to the official classification, which is based on the quality attained by the wines of each well-known Estate over a long period of years. You should pay attention to the class to which each Château belongs, but you must not let yourselves be hypnotized by it; a growth in a top class may be a failure one year, and another towards the end of the list may be much better one year than a number of growths usually of higher quality.

Of the sixty best growths of the Médoc, some produce a very much more considerable quantity of wine than others, as the following table shows :

Châteaux.	10 Years Average. 1899–1908.	10 Years Average. 1909–1918.	3 Years Average. 1919–1921.
	Hogsheads.	Hogsheads.	Hogsheads.
First Growths.			
Lafite	626	358	450
Margaux	594	398	447
Latour	501	375	476
Three First Growths =	1,721	1,131	1,373
Second Growths.			
Mouton-Rothschild ..	490	291	250
Rausan-Ségla	270	202	235
Rauzan-Gassies	241	118	90
Léoville-Lascases ..	787	487	512
Léoville-Poyferré ..	590	283	357
Léoville-Barton	554	230	215
Durfort-Vivens	286	235	256
Lascombes	*200	*50	*88
Gruaud-Larose-Sarget ..	574	283	360
Gruaud-Larose-Faure ..	503	323	436
Brane-Cantenac	402	252	255
Pichon-Longueville ..	364	200	196
Pichon-Lalande	484	258	245
Ducru-Beaucaillou ..	400	225	343
Cos d'Estournel	1,082	527	440
Montrose	1,022	436	340
Sixteen Second Growths .. =	8,249	4,400	4,618

Châteaux.	10 Years Average. 1899–1908. Hogsheads.	10 Years Average. 1909–1918. Hogsheads.	3 Years Average. 1919–1921. Hogsheads.
THIRD GROWTHS.			
Kirwan	357	222	156
d'Issan	349	212	193
Lagrange	1,073	566	780
Langoa	667	215	177
Giscours	508	372	387
Malescot	*200	*130	73
Brown Cantenac	*500	*350	307
Palmer	586	338	300
La Lagune	277	244	210
Desmirail	261	186	130
Calon-Ségur	787	453	413
Ferrière	*80	*50	55
Marquis d'Alesme Becker	*100	*60	37
Thirteen Third Growths =	5,745	3,398	3,218
FOURTH GROWTHS.			
St. Pierre Bontemps ..	288	178	134
St. Pierre Sevaistre ..	242	104	137
Talbot d'Aux	556	232	323
Branaire Ducru	676	300	360
Duhart Milon	873	420	383
Poujet	*100	*60	80
Latour Carnet	432	191	190
Lafon Rochet	350	196	138
Beychevelle	774	408	433
Le Prieuré	118	233	53
Marquis de Terme ..	372	258	187
Eleven Fourth Growths =	4,781	2,580	2,418

Châteaux.	10 Years Average. 1899–1908.	10 Years Average. 1909–1918.	3 Years Average. 1919–1921.
	Hogs-heads.	Hogs-heads.	Hogs-heads.
Fifth Growths.			
Pontet-Canet	1,216	461	573
Batailley	485	219	239
Grand-Puy-Lacoste ..	626	178	35
Grand-Puy-Ducasse ..	534	233	203
Lynch-Bages	688	270	337
Lynch-Moussas	289	77	31
Dauzac	580	206	248
Mouton d'Armailhacq ..	1,223	514	520
Le Tertre	*400	*200	285
Haut Bages	*120	*60	113
Pédesclaux	137	56	44
Belgrave	260	98	121
Camensac	302	134	209
Cos-Labory	*200	*100	123
Clerc-Milon	*140	*70	104
Croizet-Bages	*320	*160	196
Cantemerle	*400	*200	229
Seventeen Fifth Growths =	4,920	3,236	3,610

* Estimated figures; official returns not available.

Roughly speaking, the sixty "classed" growths of the Médoc produce between a million gallons of wine in years of plenty, and half a million in years of scarcity.

Communes

The Châteaux of the Médoc yield the best wines, but only a small proportion of the total Médoc output.

There are, in the Médoc, some seventy Communes, or Parishes, in each of which different wines are made : different because the aspect and soil of different vineyards vary, even within the same parish, and also because the care which individual growers give to the cultivation of their vineyards, as well as the manner in which the wine is made, may also vary.

Over and above the wine of the sixty classed Châteaux of the Médoc, the Médoc produces between eight and five million gallons of usually very fair and most useful red wines, varying in quality, of course, but all from named Estates known as Crûs Bourgeois supérieurs, Bourgeois, Artisans and Paysans.

Many of these growths are quite small in extent, but a few are very important ; some, also, have received such intelligent attention and care of late years that they produce wine which is claimed to be equal to some wine of the fifth growths.

But even now we have not finished with the Médoc wines : the above figures do not include the yield of the " palus " or Médoc vineyards close to the banks of the Gironde, which produce every year on an average a million gallons of red wines of darker colour and commoner type, but nevertheless most wholesome and pleasant beverage wines.

Of the many Communes or parishes of the Médoc, the following five stand well out as regards the excellence of the wines they produce :

Pauillac, with an average total production of some 12,000 hogsheads per year, including the yield of
Château *Lafite* and
Château *Latour*, two out of the three first growths ;
Château *Mouton-Rothschild*,

Château *Pichon-Longueville* and
Château *Pichon-Longueville-Lalande*, three second growths ;
Château *Duhart-Milon*, a fourth growth ;
Château *Pontet-Canet*,
Château *Batailley*,
Château *Grand-Puy-Ducasse*,
Château *Grand-Puy-Lacoste*,
Château *Lynch-Bages*,
Château *Lynch-Moussas*,
Château *Mouton d'Armailhacq*,
Château *Croizet-Bages*,
Château *Haut-Bages*,
Château *Pédesclaux* and
Château *Clerc-Milon*, eleven fifth growths.

Margaux, with an average production of about 8,000 hogsheads per year, including the yield of
Château *Margaux*, one of the first growths ;
Château *Rausan-Ségla*,
Château *Rauzan-Gassies*,
Château *Durfort-Vivens* and
Château *Lascombes*, four second growths ;
Château *Malescot-St. Exupéry*,
Château *Ferrière*,
Château *Desmirail* and
Château *Marquis d'Alesme-Becker*, four third growths ; and
Château *Marquis de Terme*, a fourth growth.

St. Julien, with an average production of 8,000 hogsheads per year, including the yield of
Château *Léoville-Lascases*,
Château *Léoville-Poyferré*,
Château *Léoville-Barton*,

Château *Gruaud-Larose-Sarget*,
Château *Gruaud-Larose-Faure* and
Château *Ducru-Beaucaillou*, six of the second growths ;
Châteaux *Lagrange* and
Château *Langoa*, two third growths ;
Château *St. Pierre-Bontemps*,
Château *St. Pierre-Sevaistre*,
Château *Branaire-Ducru*,
Château *Talbot d'Aux* and
Château *Beychevelle*, five of the fourth growths.

St. Estephe, with an average total production of some 20,000 hogsheads per year, including the yield of
Cos d'Estournel and
Château *Montrose*, two second growths ;
Château *Calon-Ségur*, a third growth ;
Château *Rochet*, a fourth growth and
Cos Labory, a fifth growth.

Cantenac, with an average production of about 5,000 hogsheads, including the yield of
Château *Brane-Cantenac*, a second growth ;
Château *Kirwan*,
Château *d'Issan*,
Château *Cantenac-Brown* and
Château *Palmer*, four third growths ;
Château *Le Prieuré* and
Château *Pouget*, two fourth growths.

The remaining " classed " growths are in the parishes of *Ludon*,
Macau,
Arsac,
Labarde and
St. Laurent.

COMMUNES OF THE MÉDOC

IN GEOGRAPHICAL ORDER FROM BORDEAUX TO THE SEA, AND THEIR PRE-WAR AVERAGE YIELD OF DIFFERENT CLASSES OF WINE.

	Five Classed Growths.	Bourgeois.	Artisans.	Palus.	Total.
	Tuns.	Tuns.	Tuns.	Tuns.	Tuns.
Blanquefort ..	—	480	250	170	900
Le Taillan ..	—	210	300	—	510
Saint Aubin ..	—	100	—	—	100
St. Médard en Jalles ..	—	65	100	—	165
Parempuyre ..	—	190	15	450	655
Le Pian Médoc	—	330	40	—	370
Ludon ..	90	425	300	1,100	1,915
Macau ..	100	800	100	2,000	3,000
Arsac	100	250	100	—	450
Labarde ..	160	170	—	100	430
Cantenac ..	618	312	150	600	1,680
Margaux	685	250	200	950	2,085
Avensan ..	—	370	300	—	670
Castelnau ..	—	200	—	—	200
Soussans ..	—	495	200	560	1,255
Arcins ..	—	430	150	40	620
Moulis ..	—	1,500	350	—	1,850
Listrac ..	—	1,960	1,100	—	3,060
Lamarque ..	—	310	500	—	810
Cussac ..	—	850	500	165	1,515
St. Laurent ..	240	1,110	600	—	1,950
St. Julien ..	1,650	230	200	—	2,080
Pauillac ..	1,748	600	800	—	3,148
St. Sauveur ..	—	585	700	—	1,285
Cissac ..	—	1,150	700	—	1,850
St. Estèphe ..	645	3,925	475	200	5,245
Vertheuil ..	—	715	300	—	1,015

	Five Classed Growths.	Bourgeois.	Artisans.	Palus.	Total.
	Tuns.	Tuns.	Tuns.	Tuns.	Tuns.
St. Seurin de Cadourne ..	—	1,325	300	—	1,625
St. Germain d'Esteuil ..	—	840	400	—	1,240
Ordonnac and Podensac ..	—	355	550	—	905
Blaignan ..	—	590	500	—	1,090
St. Yzans ..	—	590	550	—	1,140
St. Christoly de Médoc ..	—	890	600	—	1,490
Conqueques ..	—	290	250	—	540
Bégadan ..	—	1,635	1,500	100	3,235
Civrac ..	—	300	700	—	1,000
Prignac ..	—	360	250	—	610
Lesparre ..	—	1,050	750	—	1,800
Gaillan ..	—	100	1,000	—	1,100
Queyrac ..	—	200	1,300	—	1,500
Venduys ..	—	200	—	—	200
Valeyrac ..	—	700	450	—	1,150
Jan, Dignac, Loirac ..	—	1,075	430	—	1,505
Vensac ..	—	700	—	—	700
St. Vivien ..	—	600	—	—	600
	6,036	19,812	17,960	6,435	50,243

In a good year the total output of the Médoc may be divided as follows :—

I. Classed Growths	1,000,000	gallons.
II. Crûs Bourgeois, Artisans, Paysans	8,000,000	gallons.
III. Palus and all others ..	1,000,000	gallons.
Total	10,000,000	gallons.

CHAPTER II

RED WINES (*continued*)

Graves

HOWEVER large the yield and variety of red wines of the Médoc, from the humblest nameless Palus to the three mighty lords of Lafite, Margaux and Latour, there are still many more vineyards for us to visit before we leave the Gironde.

Let us now turn to the Graves district. It begins just outside Bordeaux and stretches along the left bank of the Garonne from the Médoc to the Sauternes, or white wine district.

The Graves district, which owes its name to the gravel of its soil, produces much white wine but more red wine, red wine which was shipped to and known in England during the Middle Ages, when the Médoc was unclaimed marshland, the home of wild ducks and other wildfowl.

There does not exist any official " classification " of the red wines of Graves such as there is for the wines of the Médoc, but there is a best growth of Graves, officially included in the 1855 *Classification des Grands Vins du Médoc* as one of the first growths, on par with the three first growths of the Médoc ; its name, Château *Haut-Brion*, and its wines are known to all connoisseurs the world over.

Communes

There are some thirty-five parishes in the Graves district ; they produce, on an average, 425,000 gallons of very fine wine, a million and a half gallons of very fair wines, and about 200,000 gallons of red Palus wines, from vineyards planted in alluvial soil close to the river Garonne.

Many of the Parishes, or Communes, of the Graves district produce none but honest, plain, red wines of no outstanding merit. The five most important Communes of the district are those of :—

Pessac, with an average yield of some 2,000 hogsheads of fine red wines, including those of

Château *Haut-Brion*, about 400 hogsheads a year,

Château *La Mission Haut-Brion* (about 120 hogsheads) and

Château *Pape-Clément* (about 300 hogsheads).

Leognan, with an average yield of over 4,000 hogsheads of fine red wines per year, including the well-known growths of :—

Château Haut-Bailly, with an average of ..		200	hogsheads.
Château Malartic La Gravière	,, ,, ..	150	,,
Domaine de Chevalier	,, ,, ..	100	,,
Château Larrivet-Haut-Brion	,, ,, ..	100	,,
Château Le Désert	,, ,, ..	100	,,
Château Carbonnieux	,, ,, ..	500	,,
Château Olivier	,, ,, ..	350	,,
Château La Louvière	,, ,, ..	300	,,

Martillac, with an average yield of about 2,500 hogsheads of fine red wines per annum, including the famous

Château *Smith-Haut-Lafite*, with an average output of about 800 hogsheads,

Château *Lagarde* (500 hogsheads) and

Château *Ferrand* (250 hogsheads).

VILLENAVE D'ORNON, one of the chief estates being *Pontac-Montplaisir*, with a yield of about 300 hogsheads per annum.

MERIGNAC, where are situated the two fine Estates of *Beau-Désert* and *Bon-Air*, each producing on an average about 100 hogsheads every year.

ST. EMILION

If we leave the banks of the Garonne for those of the Dordogne, we shall find there more fine wines, the best being those of the Commune of St. Emilion and of the five adjoining Communes.

The vineyards of St. Emilion are of even greater antiquity than those of the Graves district, and the most celebrated of them all, Château *Ausone*, owes its name to a native of St. Emilion, the Roman poet Ausonius, who lived there at the beginning of the fourth century.

The great majority of the St. Emilion Châteaux or Estates, yield only small quantities of wine, but of a quality both excellent and absolutely distinctive.

The best-known are the following Châteaux, all of them in the Commune of St. Emilion :—

Ausone, with a yield of about	60	hogsheads.
Belair-Marignan ,, ,, ,, ...	120	,,
Madelaine ,, ,, ,, ...	80	,,
Canon ,, ,, ,, ...	360	,,
Fourtet ,, ,, ,, ...	200	,,
Beauséjour ,, ,, ,, ...	160	,,
Fonpéglade ,, ,, ,, ...	140	,,
Le Tertre Dugay ,, ,, ,, ...	30	,,
Curé-Bon-La-Madelaine ,, ...	20	,,
St. Georges-Côte-Pavie ,, ...	80	,,
Pavie ,, ,, ,, ...	800	,,
And sixty-three other Châteaux with a yield of about	5,600	,,

Or a total yield of about 7,500 hogsheads of very fine red wine.

Some fifty other Estates, known as Second Growths of St. Emilion, yield an average of 13,000 hogsheads of very fair red wines.

Other vineyards of the Commune of St. Emilion have a different sort of soil, and produce excellent wines but of a different character, being somewhat lighter, more reminiscent of the Médoc wines.

The best example of these wines are those from Château *Cheval-Blanc*, a very fine estate, which produces some 400 hogsheads of red wine per year ;

Château *Figéac*, with a yield of nearly 600 hogsheads, and a large number of other vineyards in the same parts produce on an average 5,400 hogsheads a year.

In the adjoining Communes, some 3,200 hogsheads of red wines are made on an average, which are sold under the better-known name of St. Emilion, so that the total yearly average output of the St. Emilion Communes is about 58,000 hogsheads, or over two and a half million gallons of wine.

Pomerol.

This total, however, does not include the yield of *Pomerol*, a Commune of the St. Emilion district, which produces a large quantity of red wines possessing a character quite their own, although they are often sold over here under the name of " St. Emilion."

Many of the *Pomerol* wines are excellent and expensive, whilst many more are merely of fair quality and obtainable at much more moderate prices.

Among the best-known growths of Pomerol are :

Château Pétrus,
Vieux Château Certan,
L'Evangile,
La Conseillante,
Château La Fleur,
Château Certan,
Château Trotanoy,
Clos des Grandes Vignes,

and twenty-nine other " first " growths, producing, on an average, some 3,500 hogsheads of fine wines, whilst about 600 hogsheads of more moderate wines are produced by the " second " growths.

" St. Emilionnais "

St. Emilion and Pomerol taken together are responsible for an output of 62,000 hogsheads of very fine to very fair red wines, but the wider district known as " St. Emilionnais," which takes in all vineyards within a fairly wide radius from St. Emilion, produces a further quantity of 88,000 hogsheads, on an average, of very much commoner but cheaper and useful red wines.

Gironde Output

To sum up, the three chief districts of the Gironde responsible for the finest red wines produce, on an average, nearly 20,000,000 gallons every year, divided as follows :—

	Best. Gallons.	Second Best. Gallons.	All Others. Gallons.	Total. Gallons.
Médoc ..	1,000,000	8,000,000	1,000,000	10,000,000
Graves ..	425,000	1,575,000	200,000	2,200,000
St. Emilion	550,000	2,550,000	4,400,000	7,500,000
Total ..	1,975,000	12,125,000	5,600,000	19,700,000

The production of all the other Gironde vineyards may be estimated at 44,000,000 gallons per year, of useful beverage wines, so that the total yield of the Gironde Département reaches, on an average, about 64,000,000 gallons of red wines. The last vintage (1922), which was extraordinarily plentiful, produced the huge quantity of over 154,000,000 gallons of red and white wines.

CHAPTER III

RED WINES (*continued*)

Burgundy

THE wines of Burgundy are those grown within the limits of the old duchy of Burgundy.

The name Burgundy is not a generic term, but a geographical appellation ; it has no right to be applied to wines from Australia, Africa or Spain any more than to wines from Bordeaux or of unknown origin. Brussels sprouts need not come from Brussels ; they are a species of cabbage true to seed in all allotments ; but Burgundy wine is not a species of wine that can be made anywhere ; there is no such thing as a type of wine which represents Burgundy wine, but there is a large variety of red and white wines made from grapes grown on Burgundy hills ; there are among these wines a wide range of types and qualities, but they are all unlike the wines of all other vineyards, be they French, American, Algerian or Australian.

The red wines of Burgundy are grown chiefly upon the eastern and southern slopes of a succession of hills which run mainly in a N.N.E. to S.S.W. direction from Dijon in the North, to Villefranche in the South. The first of these hills is the Côte d'Or ; it gives its name to a Département of which the chief city is Dijon ; then come the Côte Chalonnaise and the Côte Mâconnaise, facing the right bank of the river Saône, and

stretching right across the Département of Saône et Loire ; lastly, in the next Département, that of the Rhône, we come to the hills of the Beaujolais, which are a continuation of those of the Mâconnais.

Côte d'Or.

The Côte d'Or is the name given to a series of hills which stretch for about thirty-six miles from Dijon to Chalon-sur-Saône. The vineyards of the Côte d'Or produce the finest of all red Burgundies, and there are many people even outside Burgundy who are ready to say the finest of all red wines.

Be that as it may, there can be no question as to the finest wines of the Côte d'Or being those from the Côte de Nuits, that part of the Côte d'Or hills which begins some four miles south of Dijon, with the Commune of Fixin, and ends with the Commune of Prémeaux, about four miles north of Beaune.

Côte de Nuits.

The vineyards of the Côte de Nuits are not extensive nor prolific, and the quantity of really magnificent red Burgundy which they produce in the best of years is never large : it seldom reaches 700 hogsheads, whilst the yield of the next best wines—excellent wines and yet excelled by the exceptionally fine quality of a few outstanding vineyards—seldom reaches 3,500 hogsheads in any one year.

The Communes, or parishes, of the Côte de Nuits which produce the finest red wines of Burgundy are the following, as one proceeds from Dijon to Beaune :—

Gevrey, its two most famous vineyards being those of

Chambertin (32 acres) and
Clos de Bèze (37 acres).

MOREY, its finest vineyard being the *Clos de Tart* (16½ acres).

CHAMBOLLE, chiefly celebrated for its twin vineyards of *Musigny* and *Petits-Musignys* (24 acres).

VOUGEOT, with the world-famous *Clos de Vougeot*, a magnificent walled-in vineyard of 125 acres, which is divided among a number of small vine-growers.

FLAGEY, where very fine wine is made from a vineyard known as *Grands-Echézeaux* (22 acres).

VOSNE, a small but greatly favoured parish, with such vineyards as those of :

Romanée Conti (4½ acres) ;
Richebourg (12 acres) ;
La Tache (3½ acres) ;
La Romanée (2 acres) and
Romanée St. Vivant (24 acres).

NUITS-ST.-GEORGES, a much larger Commune, the best vineyards of which are those of *St. Georges* (18 acres).

CÔTE DE BEAUNE.

After the Côte de Nuits comes the Côte de Beaune, which begins at *Aloxe-Corton* and ends at *Santenay*, at the southern extremity of the Département of the Côte d'Or.

The vineyards of the Côte de Beaune produce, on an average, some 15,000 hogsheads of good red wines per year, wines which possess a beautiful colour, a fine bouquet and a most pleasant as well as distinctive character ; these wines, however, do not possess the same finesse, the same high-class breed, as the best wines of the Côte de Nuits.

From North to South, the best Communes of the Côte de Beaune are the following :—

Aloxe-Corton,
Pernand,
Savigny,

before we come to the Commune of

Beaune, the most important of the whole Côte d'Or.

The quaint old city of Beaune is surrounded by extensive vineyards, some of which produce very fine wines.

After Beaune come the two far-famed Communes of *Pommard* and
Volnay,
then those of
Meursault,
Puligny and
Chassagne, then
Monthelie and
Santenay.

Côte d'Or Yield

The average yearly output of the whole Côte d'Or may be divided into about 700 hogsheads of exceptionally fine red wines, 7,000 hogsheads of very good red wines entirely made of Pinot grapes, and about 12,000 hogsheads of good red wines made of both Pinots and Gamay grapes, which means that there is less than 20,000 hogsheads of true Côte d'Or wine to supply the home demand, which is always large, and the whole of the markets of the world.

Burgundy Supplies

The quantity of the best Burgundies available for our market is relatively small, and their cost is com-

paratively high, but there is nothing in the nature of a shortage of genuine red Burgundies. The Côte Chalonnaise, the Côte Mâconnaise and the Beaujolais produce every year enormous quantities of red wines, wholesome, pleasant, well-balanced wines, neither too heavy nor too light, which vary as regards both quality and price, but mostly reliable and cheap, cheaper than some of the inky, sugary red wines which masquerade in England under the name of Burgundy.

The scarcity of fine Burgundies, together with their universal popularity, have had one disastrous result—that of having their good name used and abused by all sorts of unscrupulous people who sell wines of entirely different origin under the name of Burgundy.

It is not only the more general name of Burgundy which is commonly and wrongfully used for all manner of wines other than those of Burgundy, but the names of a distinct parish, such as Pommard, for instance. The French law which strictly enforces the proper use of appellations of origin has no power over here. Some advertising retailers of wine offer to the British public named growths of Burgundy at prices below the original cost price, at the seat of production, of the wines named. You cannot compete with these people if you wish to remain honest, and there is really no need to try and compete with them : if you give your customers the real thing, there will always be some of them willing to pay the proper price for it : such customers are those whom you want ; they know good wine ; there are too few of them, but they have many friends who know nothing about wine and who are always willing to be guided by them.

CHAPTER IV

RED WINES (*continued*)

Valley of the Rhône

THE valley of the Rhône produces large quantities of red wines which do not interest us, as they are mostly too expensive for what they are, that is to say, merely fair beverage wines. But there are some red wines from the valley of the Rhône which possess real merit, and are well worth our attention. First among them are the red wines of

Hermitage,

from the Commune of Tain, in the Département of the Drôme, on the left bank of the Rhône, opposite Tournon.

The wines of Hermitage used to enjoy a very wide and justified reputation in England, and there is no doubt that they would be greatly appreciated again if they were placed before the public more often than at present.

Another very fine red wine of the Rhône Valley is that known as

Côte Rôtie,

from the Commune of Ampuis, below Lyons; it is chiefly remarkable for its very dark colour, robust

body and distinctive bouquet; there is litttle to be had, but that little is too good to be overlooked. The same may be said of the

Chateau-neuf du Pape,

a beautiful red wine produced much further south in the Vaucluse Département.

Midi

The three Départements of the Midi—the Hérault, Aude and Gard—produce on an average at least 35 per cent. of the whole red wines of France, which means the huge quantity of at least 300,000,000 gallons of red wine every year. The last vintage, 1922, produced nearly 500,000,000 gallons, the figures being as follows :—

Hérault	278	million	gallons.
Aude	150	„	„
Gard	62	„	„
Total	490	„	„

They are not fine red wines by a long way, but they blend well, and are in great demand throughout France as the daily beverage of the people. They are cheaper, of course, than cheap Bordeaux and Beaujolais wines, but not so much cheaper as to be, in my opinion, worth your while.

Better-bred wines, such as even the cheapest Clarets, are better balanced, will travel better, and give the importer far less trouble and much more satisfaction than the bulk of the red wines of the Midi.

ITALY

Italy is one vast vineyard with an average output of about 750,000,000 gallons of red wine per annum. Large as this quantity may be, it leaves but a small margin for the export trade, as practically the whole of the average Italian wine output is barely sufficient to meet the home consumption demand.

A great many Italian wines are not fit for export ; they are made quickly, and also consumed quickly, as the ordinary beverage of the people.

The only red wines suitable for export are those which are made with greater care from the better attended vineyards of northern Italy. They are not wines which will repay laying down, but some of them are very attractive at the double point of view of quality and cost, and they must on no account be overlooked.

SPAIN AND PORTUGAL

Both in Spain and in Portugal, large quantities of beverage red wines are made every year, mostly for local consumption.

With the exception of some natural red wines from the Rioja district of Spain, we shall not find in the Iberic Peninsula beverage wines likely to compete favourably as regards quality and cost with the natural red beverage wines obtainable in Italy, France and elsewhere.

The same may be said of other European countries such as Switzerland, Germany, Austria and the Balkans. In all these countries there are some vineyards which produce good red wines, but they are not commercially interesting ; their quantity being too

small, and their cost being usually too high, more on account of their scarcity than of their excellence.

AFRICA, AMERICA AND AUSTRALIA

Wine-making in Algeria and at the Cape, in the Argentine and in Australia, is not an art, but an industry.

The large quantities of red wines which are produced in these three continents are not works of art, but raw material, which is made up to suit the demand.

Even then, they are not to be despised : so long as they are properly handled they will serve a very useful purpose ; they may be for many the first step away from spirits, and towards wine.

They should be sound and cheap, sound in order not to injure but to benefit the health of the drinker, and cheap in order to be within the means of the greater possible number of people.

Such wines have their place and their part to play in the world, like everything else. They are to a Château Margaux or Clos de Vougeot what distemper is to a fine oil painting, that is to say, more generally useful, much cheaper, but less interesting.

You should visit the Médoc and the Côte d'Or as you would a picture gallery where you could buy works of art, choosing individual specimens which appeal to you, which are likely to appeal to the taste of those of your clients who are connoisseurs, or to those who have full confidence in your judgment : customers who should be able to ask you to stock their cellar as they will ask an expert to select pictures to hang in their drawing-room. Pictures are for the drawing-room

and fine wines for the cellar of the well-to-do, who can afford both, who appreciate both, who entertain and wish to give their friends the pleasure of enjoying the best of all there is in the world. But spotless whitewash or a cheerful colour distemper will be far more suitable than gaudy wall-paper or any Old Master for the cottager's parlour; home-baked bread, home-made butter, strong cheese, a stronger onion, and a flagon of dark, full-bodied, new red wine will make a feast of the most humble meal.

To sum up, there are many grades and types of distinctive well-bred red wines, but the available quantity of each is very limited. There is a large quantity of useful beverage wines but lacking great personal merit. In the choice of the first, quality must be your greatest care; in choosing the second, their relative cost shall be your chief consideration. The finer the wine, the more difficult will also be your task—more difficult, certainly, but also more profitable and far more interesting.

CHAPTER V

White Wines

RED wines are made from black grapes, but white wines are made from both white and from black grapes. White grapes are not cultivated to anything like the same extent as black, and the quantity of white wines made in the world is considerably smaller than the quantity of red wine made every year.

The red pigment of most black grapes is only in their skin, and is extracted during the course of fermentation, when the skins are left in the fermenting vat. But if the juice which bursts forth from most black grapes is made to run into a vat where it will ferment away from the skins, it will never be red.

In the majority of cases when black grapes are used to make still white wines, it is because, owing to excessive rains or any other adverse circumstances, there are a good many rotten or diseased berries in each bunch, and there is everything to be gained by not allowing such unsound skins being in contact longer than can be helped with the grape-juice.

Still white wines may be divided into two main classes—fine and otherwise : a great variety of white wines, in but small quantities, belongs to the first category, whilst a greater variety and in very large quantities belongs to the second.

Fine white wines are produced entirely from white grapes, and chiefly from French and German vineyards, whilst the commoner types of white wines are obtained mostly from white grapes, and occasionally from black grapes, all the world over.

Common white wines are worse than common red wines, and particularly so from your point of view as importers.

You cannot do without them, since they appeal to a large section of the uneducated wine-drinking public—a public which deserves your greatest attention and your whole-hearted support—a public which must be given what it asks for before it can be educated.

You will have to buy ordinary beverage white wines, but you will be well advised not to ship them direct. It will pay you to buy that class of wine from shippers, or their agents, or from wholesale importers on this side who are experts in the matter of shipping cheap white wines.

You need not bother much about the country of origin, far less about the individual vineyard responsible for that type of wine, nor the way in which it has been blended or fortified : what really matters is, first of all, that it shall be bright and remain bright for a reasonable time and, secondly, that it shall be cheap.

You may buy abroad some plain white wine which, on the spot, may taste better than a similar article offered you in London at a little higher price, but the difference in price will have to be great if it is to cover the risk you will be taking by direct importation of cheap white wines in cask.

My advice to you is to pay a little more to the shippers' agent or wholesale house for the wine which

you will select on this side of the Channel, and which you can not only expect, but demand to receive in good condition.

When we come to the finer white wines the question is altogether different. Many are so very distinctive, and some attain to such a high degree of excellence, that you will need to exercise much care in order to select from the best white wines of the world, individual specimens likely to improve with age, to do credit to your judgment and to give satisfaction to the most critical connoisseurs among your customers.

If you are to do this, we had better have a look round the vineyards of the world and see which are likely to supply us with the best as well as the most suitable of the fine white wines.

FRANCE

There is much white wine made in France which is delightfully refreshing when you drink it on the spot or in the district where it was made, one fine, hot day. But it is a bad traveller : the sea upsets it and instead of forgetting all about a rough crossing after landing, like some of you who may be bad sailors would, it frets and develops a well-nigh incurable home-sickness after you have given it a most comfortable home in your coolest cellar.

There are many white wines produced in France which possess great charm : which are fresh, pretty and very attractive, and yet they cannot be called a commercial proposition ; you had better leave them alone.

Of course, such wines can be imported, but the only way to do so at all safely is to fortify them, that is to say, to add spirit to them.

There are white wines which can stand spirit quite well; they are the commoner types of white wines which have no delicate bouquet of their own to lose, but the majority of light, white wines which the traveller may perchance "discover" in a French country inn, appeal to him chiefly because of the great delicacy of body and bouquet; to add spirit to such wines is like putting powder on the cheeks and rouge on the lips of a pretty child of fifteen whose features are far from beautiful, and whose charm lies in her fresh complexion and sweet expression.

Do not attempt to do it, and if a customer wants you to supply him with the same wine that he tasted at such or such roadside inn in France, tell him the reason why you cannot do it, and he will not think any the less of you. If he does—if he is the type of man who loves to be humbugged, and who must have his way—try and make up some blend that will please him, but do not trouble to import for him any of these white "vin de pays": they would taste so different over here that he would never believe that they were the same that he tasted in France. You might, with luck, get his money, but you would, for certain, lose his custom.

The best white wines of France which are, at the same time, produced on a sufficiently large scale to be commercial and made with sufficient care to be safe to import, are those from Bordeaux and Burgundy, and also from Alsace and the lower valley of the Loire.

Bordeaux

The white wines of Bordeaux, which are not only better known, but also far better suited for shipment

abroad, are those of the left bank of the river Garonne, from the vineyards of the Sauternes and Graves districts.

Sauternes

This is a comparatively small district, comprising Sauternes, Bommes and Barsac, and dedicated almost entirely to white wines. The soil differs from that of the Graves district, which it adjoins; it is a mixture of clay and gravel partly, and clay and chalk. The sunny vineyards of the Sauternes district produce a naturally sweet wine of unsurpassed excellence, the best and most widely known being that of Château *Yquem*.

Château *Yquem* is the finest white wine estate in France, for both the quality and quantity of the wines it produces.

The wine of *Yquem* is considered by many people to be the finest still white wine of France—some even say of the world.

In any case, Château *Yquem* certainly yields the finest Sauternes wine as well as a larger quantity every year than any other of the Sauternes estates or Châteaux.

In the Commune of Sauternes, the finest Estate after Château *Yquem* is Château *Bayle-Guiraud*, a first growth with an average yield about half that of Château *Yquem*.

In the same Commune, much fine wine is made at Château *Filhot*, a very fine estate, which belongs to the same family who owns Château *Yquem*, and at Château *d'Arche* and Château *Lamothe*, two much smaller properties.

In the Commune of Bommes, there are no less than

four first growths, the best-known being Château *La Tour Blanche*, the largest being Château *Vigneau*, and the two others being Château *Peyraguey* and Château *Rabaut*.

The other first growths of the Sauternais are Château *Suduiraut*, in the Commune of Preignac, with the largest yield after *Yquem*: Château *Rieussec*, in the Commune of Fargues, and Châteaux *Coutet* and *Climens* in the Commune of Barsac.

The total average yearly production of white wines (gallons) of the five Communes of the Sauternais is approximately as follows :—

Commune.	*Yquem.*	*1st Growths.*	*2nd Growths.*	*All Others.*	*Total.*
Sauternes..	20,000	15,000	12,000	20,000	67,000
Bommes ..	—	30,000	2,500	15,000	47,500
Barsac ..	—	15,000	15,000	150,000	180,000
Preignac ..	—	12,000	5,000	70,000	87,000
Fargues ..	—	10,000	—	15,000	25,000
	20,000	82,000	34,500	270,000	406,500

The Commune of St. Croix du Mont, on the right bank of the Garonne, opposite Langon, although outside the Sauternes district, produces a fairly large quantity of white wines, about 1,000 hogsheads per year, and the best of these are similar in character to the cheaper class of Sauternes wines: you will do well to give some attention to these wines as, with care, you may buy some which will be very useful indeed and very good value.

Graves

In the Graves district, which adjoins that of Sauternes in the west, and runs along the left bank of the Garonne almost to the gates of Bordeaux, there are many vineyards which produce white wines much drier than the white wines of Sauternes, but far from uniform as regards style and quality. Some are shipped under the name of the Château or estate where they were grown, but more are shipped under the name of the shipper or under his registered trade mark.

There is no white wine of Graves which can compare either with Château *Haut-Brion* or Château *Yquem*; no white Graves can be placed on a high pedestal, but many Graves wines are very pleasant and extremely popular; the safest of them all, that is to say, those which may be relied upon to keep bright, have been blended and greatly improved thereby, hence my advice to you not to try and select your white Graves from such or such a vineyard, but from samples which Bordeaux shippers can place before you; they ought to—and, as a rule, they will—give you far better value than you could secure yourselves from the growers.

CHAPTER VI

White Wines (*continued*)

Burgundy

THE white wines of Burgundy may be divided into three classes, in the first being the wines of Montrachet, in the second the wines of Chablis, and in the third all others.

Montrachet

The finest white Burgundy is undoubtedly the wine of Montrachet, in the Côte d'Or, but there is, unfortunately, very little wine to be had from the Montrachet vineyards which cover some forty acres of the Communes of Puligny and Chassagne.

Small as is the quantity of wine made from these vineyards every year, their yield is far from being uniform in quality and value.

The best, the Yquem of Burgundy, is the wine made from *Le Montrachet*, a vineyard of barely eight acres; then come the wines of the following vineyards:

Les Combettes, 12½ acres;

Le Chevalier-Montrachet, 12 acres;

Blagny-Blanc, 8 acres;

Other adjoining vineyards—*Champ-Canet*, *Les Folatières*, *La Garenne*, *Les Chalumeaux*—produce fine white wines often sold under the name of *Batard Montrachet*.

The Commune of Puligny is now known under the name of Puligny-Montrachet, just as Gevrey has appropriated the name of Chambertin, and Nuits the name of St. Georges.

The Commune of Puligny-Montrachet is to the south of the Commune of Meursault and to the north of the Commune of Chassagne ; these are the three Communes of the Côte d'Or which are responsible for the finest white Burgundies.

Chablis

Few wines have suffered to the same extent as Chablis from that most objectionable form of flattery which is called imitation.

The vineyards of Chablis are divided into three classes, and the best of the three yields but a small quantity of fine wine.

	Average Yield.		
	Acres. Area.	*Gallons. Per Acre.*	*Gallons. (Pre-War.)*
First growths of Chablis	400	65	26,000
Second ,, ,, ,,	700	96	68,600
Third ,, ,, ,,	600	109	65,400
	1,700	94	160,000

The best growths of Chablis are those of

La Moutonne,
Le Clos,
Vaudésir, &c.,

and they possess a character of their own which you

will very soon learn to recognise if you are fortunate enough to secure some genuine Chablis.

The colour of Chablis is of the palest possible amber ; its taste has something crisp and fresh about it ; its flavour is both distinctive and delightful, and there is no such absolutely dry white wine anywhere in the world to be compared with it.

Genuine Chablis is never cheap, because there is so little of it : faked Chablis is always dear, and yet there is a lot of it.

If your customers will not pay the price of genuine Chablis, offer them some other white wine under some other name, but never under the name of Chablis, not even if you have bottled it in Burgundy bottles, not even if you have a stock of Chablis labels, not even if you qualify the name " Chablis " by some other geographical appellation.

Chablis is in France, in the Département of the Yonne. There is no such place and there is no such wine in Spain, Portugal, California, Algeria, Australia or anywhere else in the world. To sell some Algerian wine in a Burgundy bottle and call it Chablis is wrong, not only according to French law, but also according to moral law.

Other White Burgundies

Burgundy produces a variety of white wines besides those of Montrachet and Chablis.

In the Côte d'Or, there is a little white wine made at Clos de Vougeot and at Corton, but there is more made in the Commune of Meursault, and more still as we pass from the Côte d'Or Département into the Saône et Loire where we shall find much pleasant white wine in the Communes of Pouilly, Fuissé and others.

Touraine and Anjou

The white wines of the Lower Loire differ in quality and style, chiefly owing to the species of grapes from which they are made, and, of course, owing to the soil and aspect of different vineyards which are more or less suitable for certain species of grapes.

The white wines of the three Départements of the Lower Loire Valley are of great commercial interest to us over here ; they are sufficiently plentiful to be a useful source of supplies ; they are reasonable in price, and they have been introduced with a considerable measure of success during the war under the names of Touraine and Anjou.

Alsace

Before the war, the Germans took from Alsace from 5,500,000 to 6,500,000 gallons of wine.

From calculations made by, and information received from the Colmar Chamber of Commerce, the quantities of white Alsatian wines available for export are from 3,300,000 gallons to 5,500,000 gallons, according to the vintage, or over 4,000,000 gallons per annum on an average.

We have, therefore, in Alsace, a source of supplies well worth our attention. The quantities which we should be able to secure might be most useful, and the means of transportation ought not to be unduly costly, since Alsatian wines can be shipped from Strasbourg to Rotterdam without transhipment.

CHAPTER VII

WHITE WINES (*continued*)

GERMANY

THE yield of German vineyards has been declining steadily, as appears from the following triennial averages :—

Years.	Gallons.
1907–9	54,091,952
1910–12	42,448,384
1913–15	33,917,114

In all these figures, the Alsace-Lorraine crop is included, and forms about 20 per cent. of each total. Now that Alsace-Lorraine is once again part of France, the production of wine in Germany is only slightly superior to the output of Swiss vineyards.

Although the wine output of Germany is very small and a long way short of her home requirements, some of the German wines are exceedingly fine and much too good to be passed by.

The best German wines are usually divided in three groups, those of the Rhinegau, those of the Palatinate and those of the Moselle Valley, which include wines from the Saar and Ruwer, two tributaries of the Moselle.

Rhinegau

The Rhinegau vineyards proper are on the right bank of the Rhine and may be said to begin opposite

Bingen, with the extensive vineyards of Rudesheim, and to end with the hills of Rauenthal.

It is within that comparatively small area that are to be found the most famous Rhinegau vineyards:

Rudesheim,
Geisenheim,
Winkel,
Mittelheim,
Oestrich,
Johannisberg,
Volrads.

A little farther east are the no less celebrated hills of

Steinberg,

whilst nearer the river are the famous growths of

Hattenheim,
Marcobrunnen,
Erbach and
Eltville.

On the opposite bank of the Rhine, in Hessen, there are a far greater number of vineyards, from Bingen to Mayence and from Mayence to Worms, than in the Rhinegau, but there is only a comparatively small percentage of the wines made in this province which can claim to possess a very high degree of excellence.

Some vineyards in Hessen, however, produce very fine wines with good body and bouquet, which are eminently suited for exportation. The best of these are the wines of:

Nierstein and
Oppenheim,

some miles south of Mayence, and those of

Liebfraumilch,

near Worms, on the southern frontier of Hessen.

Palatinate

The Palatinate vineyards differ from all others in Germany, being the only ones which are not grown in sheltered valleys on the steep slopes of the hills which border the Rhine and its tributaries.

They are situated on a plateau, protected from strong winds by a mountain range, and are planted chiefly in a soil of alluvial origin, mostly with southern aspects.

The wines made in that district are very distinct from those of the Rhinegau, being always more luscious but as a rule not nearly so lasting.

The best growths of the Palatinate are :

Deidesheim,
Forst,
Durkheim,
Wackenheim and
Ruppertsberg.

Moselle

The valley of the Upper Moselle, before the river reaches Treves, produces a large quantity of wine, but none of superior quality, and none which can compare with the wines of the Saar.

This river runs mostly in a north-westerly direction, and joins the Moselle a few miles above Treves. The finest vineyards of the Saar are on the right bank of

the river from *Geisberg* in the south, to *Euchariusberg* in the north.

Not far from *Geisberg* is *Bockstein*, and a little farther the famous *Scharzhofberg*, the finest growth of the Saar valley.

Two other celebrated Bergs in the district are *Scharzberg* and *Agritiusberg*, whilst excellent wines are also made a little farther north at *Wiltingen* and *Oberemmel*.

Below the ancient city of Treves, rich in Roman remains of great beauty, the Moselle receives, on the right, another small river called the Ruwer. In the valley of the Ruwer, some very delicate and fascinating wines are also made, none better known nor more excellent than those from the ancient ecclesiastical vineyards at *Grunehaus*.

From there to Coblenz, on either bank of the Moselle, are grown the finest wines of the Moselle proper. To name but a few :

Piesport and the range of the *Brauneberg* hills, on the left bank of the river.

A little farther down, and on the opposite bank, we come to the celebrated *Berncastel* vineyards, where the wines grow on distinctly slaty soil.

From *Berncastel* northwards, the vineyards of

Graach,
Wehlen,
Zeltingen and
Trarback, on the right, and those of
Erden,
Machern and
Uerzig on the left,

are among those which produce the most delicate Moselle wines, light without being thin, and possessing that very distinctive bouquet which is their greatest charm.

ITALY

There is a very large quantity of still white wines made in all parts of Italy, the best being those of Tuscany, those from the island of *Capri* and some made in Sicily from vineyards planted on the lower slopes of the Vesuvius and known as *Lacrima Cristi*.

SPAIN

Spain produces a large quantity of beverage white wines: most of them are only fit for local consumption, but, thanks to the excellent work of the Reus Œnological Institute, both dry and slightly sweet white wines are now made in the Tarragona district, in the south-east, wines which are admirably suited for export and are very good value for money. The same may be said of the Rioja white wines from the north-west of Spain.

CHAPTER VIII

FORTIFIED WINES

WINE is the fermented juice of the grape, but there are different kinds of grapes and different ways of fermenting their juice.

Beverage wines, be they red or white, are wines which are allowed to ferment without check or hindrance. In their case, practically the whole of the grape sugar of the grape juice is transformed into alcohol and carbonic acid gas.

Fortified wines belong to an entirely different class ; they are wines which have not been allowed to ferment at their own sweet will ; their fermentation has been checked at some time or other by an addition of brandy, or distilled wine, in such a way that their character is completely altered.

There are many types of fortified wines, and all sorts of wines can be and are fortified, but some wines are more suitable than others, and the process is also better understood in certain districts where it has been practised for a very long time.

Generally speaking, the hotter the summer the greater the amount of sugar there will be in the grapes, and the quicker, the more impetuous will be the fermentation of the must ; the addition of alcohol checks the wild pace of fermentation, and thereby makes it possible to obtain far better results eventually.

This is why all fortified wines come from the more

southern vine-growing districts. In strictly temperate parts, fermentation has sometimes to be assisted, but there is never any need of, nor object in, checking it.

There are fortified wines made in the south of France, but they are not a commercial proposition as far as we are concerned ; we can get better or cheaper fortified wines from Spain, Portugal, Madeira, Italy and the Cape.

SPAIN

In Spain we shall find a greater variety of fortified wines than anywhere else in the world, but none comparable in excellence to the type of wines known as Sherry.

Sherry

Sherry is a wine which owes its very distinctive characteristics to the species of white grapes from which it is made, to the peculiar soil of the vineyards where those grapes grow, to the climate of the district, and also to the way in which the wine is made.

In the making of Sherry the fermentation of the sweet grape juice is not checked by brandy ; the newly-pressed wine is allowed a free run and every chance to choose its own sweet way ; it ferments, uses up a large proportion of its grape sugar, and becomes wine of its own accord.

It is only then that the expert intervenes ; he has to taste the wine of each cask and say which is likely to become " Sherry " and which had better be used as beverage wine or distilled into brandy.

It is at that stage of the wine's life that brandy is added to the wine selected as fit to become Sherry.

The new wine—known as *Mosto*—to which brandy is added is not yet Sherry.

When it has finished fermenting—a slow and irregular proceeding—it becomes *Vino de Añada*, but even then it is not yet Sherry.

The expert again comes forward and, as he tasted every cask of the *Mosto* to pick out the wine possessing the necessary quality, so he tastes every cask of the *Vino de Añada* to find out the type to which each belongs.

Then, and only then, can the different wines be blended with other wines of a similar type but of older vintages, and after time has been given for the "Solera" to blend harmoniously, Sherry is ready for you to buy.

Sherry owes more than any other wine to the art of the blender and to the greatest artist of all, *Time*.

You cannot buy Sherry made in any one year or any one vineyard as you buy the wine of certain Châteaux of the Médoc and of a certain vintage.

But what you can do, and do with no other wine, is to tell the Sherry shipper exactly the sort of Sherry you want.

The Sherry shipper with his Soleras, his different blends of wines at home, will be able—should you be in a position to give him an order that will make it worth his while—to make up a blend which will match your own sample of Sherry and to give you just the wine that you want.

This is a very important point for you, because you should have at heart not to be mere distributors of labelled wines ; you should be anxious to retain your own individuality, your hold upon your customers, and you will never have with any other wine such a chance as with Sherry of giving to your customers a wine not actually of your own making but of your own all the same, since it will owe its particular characteristics to your personal choice and directions.

Tarragona

Tarragona is the name of a red wine made in the south-east of Spain, in the district of Tarragona.

Most of the wine sent to England from Tarragona is fortified, but not fortified in anything like the same manner as Sherry.

In the making of Tarragona, alcohol—which should be distilled wine, of course—is added to the fermenting grape juice before it has become wine, and in sufficient quantity to stop, at least for a time, all further fermentation.

In buying such a wine, which is usually shipped very young, you are buying a blend of fermented grape juice, i.e., wine, unfermented grape juice and distilled wine ; you get from the first, colour, from the second, sweetness, and from the third, alcoholic strength ; it only remains for you to add a little malt extract and meat juice to be able to offer feeble old ladies their heart's desire.

Here, again, there is a chance for you to show your individuality, and, as the Province of Catalonia, where Tarragona is situated, produces more wine than any other Province in Spain—about 200,000,000 gallons a year—you need not fear any shortage of wine in that quarter.

Valencia, Alicante, Malaga

Valencia and Alicante, in the Province of Levante, produce sweet red wines, which are quite distinctive and of finer quality than the wines of Tarragona, although not equal as regards excellence to the wines of Malaga in the Province of Eastern Andalucia.

CHAPTER IX

FORTIFIED WINES (*continued*)

PORTUGAL

PORTUGAL is the home of the most popular fortified wine there is in the world, i.e., Port.

In the making of Port, the fermentation of the grape juice is checked by the addition of brandy from 24 to 48 hours after the grapes have been pressed.

This applies to all Ports, but very much depends upon the way the wine is treated after being made. The two most popular types of Port are Vintage Port and Tawny Port.

Vintage Port

A Vintage Port is a wine made in any one year—but hardly ever from grapes of a single estate—which has been shipped usually two years after it was made, and has been bottled by the importer soon after it has been received by him.

The excellence of Vintage Port depends upon :—

1. The state of the grapes at the time of the vintage ;
2. The quality and quantity of brandy added, and the time when it was added ;
3. The time when it was shipped from Oporto ;
4. The time and manner of bottling on this side.

There are bad years in the valley of the Douro as elsewhere, and in a bad year Port shippers do not ship Port as " Vintage " Port ; there are years when some wines are made which some shippers consider of vintage wine quality, and there are very good years when all shippers ship a vintage wine, all or nearly all.

You cannot take for granted that all Port shippers will act together in the matter of vintage wines ; they rarely do.

The most striking example of this fact is supplied by what happened in 1868.

The year 1868 was a very hot year, and the then head of a very well-known firm at Oporto was a very stubborn old gentleman who, when he went up the Douro, in August, 1868, and saw the parched, undersized berries, made up his mind that no good wine could be made that year. From the moment he left the vineyards to journey slowly to Oporto—and one's progress in Portugal, slow as it is now, was very much slower in 1868—a fast drizzle came down upon the hills and continued day and night for the best part of a week. This rain made all the difference to the quantity and quality of the wine that was vintaged soon after, and all shippers shipped an 1868 vintage which turned out to be one of the finest Vintage Ports of the century. But there was one notable exception ; one well-known firm did not ship an 1868 vintage ; the old gentleman who had left the hills before the rain would never change his mind. The year after, however, this well-known firm was again by itself, and shipped a vintage 1869 Port.

You will chiefly buy Vintage Port in cask from the shippers, bottle it yourselves and lay it down in your

own cellar for future use, or in your customers' cellars, if you can induce them to buy their Vintage Port at the opening price and lay it down.

To taste a young Vintage Port and to make up your mind which to buy and bottle is a very important task, as well as a very difficult one.

You have to decide for yourselves which is the wine in front of you which is going to become the finest after it has been bottled a number of years.

What time will do to Vintage Port is marvellous, provided the quality is there when the wine leaves Oporto and provided also that it is bottled well and kept properly.

You may also, from time to time, find it advisable to buy some old Vintage Ports, not from the shippers, because they do not stock them, but from private people, from the executors of deceased customers, even at public sales, if you have a demand for old Vintage Ports and no stocks, or insufficient stocks left.

In such cases, you must do your utmost to secure some proof that the Port offered for sale is of the year and parentage named; you must also, whenever possible, see the cellar and the bin where it has been resting and ascertain if you can how many times it has been moved since the time of bottling; but, above all, you must taste it carefully and pay the greatest attention to the state of the cork after it has been drawn.

However, in spite of all your care, there will always be something speculative in the purchase of a bin of old Vintage Port, and you should bear that in mind when making your offer.

Tawny Port

Tawny Port is an altogether different proposition. It is not a self wine; it is not the wine of different vineyards and of one year, like Vintage Port, but a blend of wines from different vineyards as well as of different vintages.

All Ports are blends.

Tawny Port is not matured in bottle, like Vintage Port, but in wood. Tawny Port is fortified at the vintage time, just like Vintage Port, but it is kept in wood at Oporto and blended, not once, but several times, so that there is an infinite variety of Tawny Ports, and the Port shippers at Oporto have always a better chance of supplying you with what your customers may want than you can do yourselves over here.

You have to carry stocks of all sorts of wines, including Vintage Ports.

Port shippers specialise in wood Ports so that their stocks will always be larger and of greater variety than yours.

In the case of Tawny Ports, the best thing you can do is to find out the type or types of wine most acceptable to your customers, and deal with Port shippers as you do with Sherry shippers, that is to say, ask them to supply you with the wine you want, if they can manage to do it at the price you want.

The large stocks carried by the leading Port shippers and their knowledge of the art of blending should enable them to supply you with different types of wood Port suitable for different occasions and people.

Of course, you must bear in mind that fine Tawny Port cannot be cheap, because it can never be a very

young wine. You can always get a young White Port coloured by being blended with red wine; that sort of wine may be pleasing to the eye, but certainly not to the educated palate.

Ruby Ports

Between the early-bottled Vintage Ports and the Tawny Ports you can also get a Ruby Port, which is a cross between the two.

It may be a wine of one vintage which has been kept in wood long enough to lose its "fire," but not long enough to lose much colour, or a blend of two or more different wines.

It has neither the alcoholic strength of the Vintage Port, nor quite the elegance of the Tawny Port, but as a draught Port it is very justly popular.

This is the kind of wine which you can make up yourselves, according to your own judgment, to supply the wants of particular customers of yours, either through judicious blending or simply by keeping in wood Vintage Ports of suitable years.

Lisbon

From more Southern Portuguese vineyards, more particularly from the neighbourhood of Lisbon, cheaper and commoner wines may be obtained which are fortified in the same way as Port.

CHAPTER X

FORTIFIED WINES (*continued*)

Madeira

MADEIRA is a fortified wine which owes its excellence to the grapes from which it is made and to the way in which it is made, but chiefly to the climate of the Island of Madeira.

Time is an all-important factor in the making of Madeira, a fact which makes it impossible for genuine Madeira—the only Madeira worth drinking—to be cheap.

There is very little really good Madeira in the world, and when you can secure some that is really good, my advice to you is to secure it.

Good Madeira is always good stock because it is such safe stock; it improves with age and cannot improve in any other way. Good Madeira is not necessarily a sweet wine; a fine *Sercial* wine has a distinctly dry finish and is altogether different in character from richer Buals and sweet Malmsey Madeiras.

Marsala

Marsala is also a fortified wine; it owes its peculiar and attractive bouquet to the loose volcanic Sicilian soil upon which the grapes are grown from which it is made. There is but a limited supply of the real

article available, but that limited supply is well deserving of your attention.

Frontignan, Montbazillac

There are two sorts of fortified wines made in France ; some are objectionable fakes of Port, Sherry, Madeira, etc., mostly manufactured in the Cette and Beziers districts : the others are very good sweet wines made from the Pyrenean vineyards of Lunel, Banyuls, Frontignan, etc. and from those of Montbazillac ; their output is small and such wines are hardly ever to be met with in England.

Constantia

The fortified wines of Constantia gained a great measure of popularity in England in the early part of the last century, when they were made chiefly from Muscadelle grapes treated in very much the same way as Port Wine in the Douro Valley.

That class of wine is still made at Constantia, near Cape Town, and in other parts of the Cape Province, but it has ceased to be the rule ; it is now the exception, an exception well worth your notice, and altogether different from the bulk of South African fortified wines which are made of grapes lacking in finesse and bred from heavy bearing, coarse species of vines.

CHAPTER XI

SPARKLING WINES

THERE are two sorts of sparkling wines; wines with carbonic acid gas pumped into them, and the others. I do not propose dealing with the first: I hope that you will never have anything to do with that class of wine. I shall confine myself entirely to the "others," that is to say, to wines which produce their own carbonic acid gas through the natural process of fermentation.

Any and every natural wine which is bottled before its power of fermentation is over, that is, whilst it contains sugar and ferments and not too much alcohol, will become sparkling: the sugar will be transformed into alcohol and carbonic acid gas by fermentation, and the carbonic acid gas, being unable to escape, will remain in solution in the wine until such time as the cork being removed it will have a chance of escaping either from the bottle or from the glasses into which the wine is poured.

Sparkling wines are made in many wine-producing districts; they can be made in all parts of the world where wine-making grapes grow.

There is only one sort of carbonic acid gas, but there are, as you know, a very great number of different varieties of wines, and there are only a very few wines which will benefit by the presence of carbonic acid gas.

In other words, in the choice of sparkling wines one must bear in mind that it is both possible and permissible to make all sorts of wines into sparkling wines, but that some wines are more suitable than others for being made into sparkling wines.

Sparkling wines are a comparatively modern discovery; they date from the time when it was discovered, during the latter part of the seventeenth century, that cork bark could be used to make stoppers for bottles.

Sparkling wines are greatly popular all the world over, but their world-wide popularity is not a century old.

The trade in sparkling wines became an important branch of the wine trade only after the exact relation between the amount of sugar in a wine and the corresponding volume of carbonic acid gas which results from fermentation was thoroughly understood; as well as after means had been found to improve the manufacture of glass bottles sufficiently to make it fairly certain that they would stand high pressure.

All these discoveries were made, received their practical applications, and gave the best results first of all at Reims, Châlons-sur-Marne and Epernay, in Champagne.

Champagne has lost the absolute monopoly it once held as regards sparkling wine, but it still produces more and better sparkling wines than any other wine-producing district in the world. It was so from the beginning, and it shall always be so; methods and devices used in Champagne may be easily copied and applied elsewhere, but the wine to which they are applied cannot be made anywhere else; the wine made in the Champagne district is more suitable than

any other wine for the purpose of making sparkling wine ; the characteristics which render it so eminently suitable are due to purely local conditions, the soil, climate, aspect, and the variety of the Champagne vineyards.

Champagne

The only sparkling wine entitled to the name of Champagne is that which is made from grapes grown within a strictly limited area, within the ancient province of Champagne.

Within this district there is a range of hills which separate Reims from Epernay, known as the Montagne de Reims, and other hills on the other side of the River Marne, and running in the direction of Châlons-sur-Marne, known as the Montagne d'Avize. The slopes of those hills are covered with vineyards which produce wines possessing a family air, certainly, but differing among themselves, just as brothers and sisters of the same family differ.

The soil of the best Champagne vineyards is chalky, and the species of grapes grown in all the best vineyards belong to the Pinot family, but some are of the black Pinot varieties and others of white varieties.

The nature of the soil of different vineyards, although similar, is far from being the same ; the aspects of some vineyards differ greatly, some facing Reims, others Châlons, and others Epernay.

The excellence of Champagne is due, in the first place, to the species of grapes and the nature of the soil upon which they are grown, but in the second place, to the way in which wines of a similar character, but possessing individual characteristics, are blended together.

You may have heard or read that Dom Pérignon "invented" Champagne: he did nothing of the sort. Wine was made, and good wine was made, in the Champagne district for centuries before Dom Pérignon was born, but he made better wines than had ever been made before. Why? Simply because the Abbey of Hautvillers, where he was in charge of the cellars, received tithes in kind, that is to say in wine, from a great many different vineyards, and by blending all these different wines, Dom Pérignon turned out a better wine than anybody else.

This is true to this day. Champagne is made up of a blend of black grapes wines and white grapes wines from a variety of vineyards within a limited district where the soil is of a peculiar nature. It possesses a delicacy which is due to the soil of the district, and it is also superior to all other sparkling wines as regards body, bouquet and general excellence because it is more perfectly balanced, possessing the best characteristics of the wines from a number of different vineyards.

In the making of Champagne, the first juice which flows from the grapes as the lid of the wine press is forced down, is kept away from the juice which is secured at the finish; the first juice contains most of the grape sugar and less acidity, whilst the last turn of the screw will mangle out of the husks—wet grape skins, stalks and pips—every ounce of moisture left in them, but will contain little grape sugar and a very large quantity of acidity.

The Champagne district as delimited by law is not very large, and the vine-growing area within its limits is quite small; the quantity of the wine made within the delimited area is not very large, and the first

squeeze of the best grapes, that is to say, the pick of the vintage, represents a comparatively small proportion of the wine made each year within the limits of the delimited area, that is to say, of the only wine entitled to the name of Champagne.

The very limited output, the extraordinary care which the growing of the best grapes requires, the hundred different hands the wine goes through before turbid grape juice becomes brilliant sparkling Champagne, and the length of time during which Champagne is kept before it is offered for sale, are the principal factors responsible for the fact that Champagne costs more and is worth more than other sparkling wines.

If you look at the map of France you will see that Reims and Epernay are well up to the North of all other well-known wine-producing districts, and you will realise that the grapes that can be grown so far North are never likely to be as luscious as those of Sauternes, for instance.

As a matter of fact, it is only in exceptionally hot years, such as 1893 and 1900, that Champagne grapes ever lack acidity ; as a rule the wine made from the Champagne grapes is at first too acid to be pleasant, but if you give it time this excessive acidity will disappear, and in its place you will have a delightful bouquet and a perfectly clean, dry finish, dry without any trace of acidity.

Nothing in the world except time will remove this acidity, but time means money, it means money locked up and interest piling up on your capital. Sugar is cheaper than time and interest. Sugar does not remove acidity, but it hides it. Sugar may deceive the palate but not the kidneys.

An old wine sweetened may be quite acceptable ;

it may have a very pleasant bouquet, and be to the taste of people who like sweet things. But a young wine sweetened is not good for anybody except the doctors ; it is too young to have any bouquet ; it is too acid for the bladder, too sweet for the kidneys, and too gassy for comfort.

Champagne is always a blend of wines from different Champagne vineyards, and usually a blend of wines of different years.

Hence the difference in the style of different brands of Champagne, a difference due, in the first place, to the quality of the wines blended, to the proportion in which wines from different vineyards, from first or last pressings, and of various years have been blended together, and also to the time during which each blend has been kept before being offered for sale.

Hence the large variety of different styles of Champagne from which you and your customers may choose.

Vins Mousseux

Outside the limits of the Champagne district proper, much wine is made which, although it is not entitled to the name of Champagne, is quite suitable for the purpose of making sparkling wines. Such wines, which are shipped mostly from Epernay, Châlons-sur-Marne and Reims, are not allowed by the French Government to be sold as Champagne, but as *Vins Mousseux.*

Saumur

In the lower valley of the Loire, in the former provinces of Touraine and Anjou, much White wine is made which is also highly suitable for sparkling wines ;

the best of these, the most widely popular, are the sparkling wines of Saumur, but some very delicate and pleasant sparkling wine also comes from Vouvray.

Burgundy

In Burgundy, both White and Red wines are prepared as sparkling wines. These wines are not great favourites in France, but before prohibition, Americans used to buy large quantities.

Bordeaux

In the Gironde, some sparkling wines are made by a few firms, but not on any very considerable scale.

Hocks and Moselles

In Germany, large quantities of White wines were made into sparkling Hocks and Moselles before the war. The collapse of the mark has hit that part of the German wine trade very much, by making it practically impossible to buy from France the large quantities of still wine which were made sparkling in Germany.

There are, however, some Rhine wines and some Moselle wines which are made into sparkling wines, and are eminently suitable for the purpose.

Asti

In Italy, much white wine is made sparkling, and the most widely known is the sparkling Asti.

Muscatel

In Italy, there are large quantities of Muscat grapes grown, as also in Spain, at the Cape and other parts of

the world where there is plenty of sunshine. Muscat grapes are excellent table grapes ; they are also very suitable for drying as raisins, and they have been used with great success in the making of sweet dessert wines, such as Frontignan, Malaga, Constantia, etc.

There is also some sparkling wine made from Muscat grapes, and such wine has a faint Muscatel flavour, but such wine cannot be bought at 20s. per dozen bottles, f.o.b., and by far the largest quantity of " Sparkling Muscatel " sold in England since the war is merely any cheap white wine flavoured with elder flowers or essences of elderberries ; I, for one, find this smell and taste most objectionable, but I believe that it is in no way injurious to health.

Summing Up

To conclude, Champagne, when good, is certainly better than the best among all the other sparkling wines ; it is made with greater care, with better grapes, of blends of more suitable and finer wines, and it is matured much longer.

All the other sparkling wines aim at coming as near to Champagne as they can as regards style, and the best chance they have of beating Champagne is when it comes to a question of price.

However, price is not everything ; it is not even the main thing ; taste has far greater importance than cost. If you buy paints you can buy three tubes of the best yellow for the same price as one of the best blue ; blue costs more than yellow to make ; it is worth more, but that does not mean that you are bound to like blue better than yellow ; the question of cost does not come in at all ; it is merely a question of taste. If

you happen to like blue, you had better pay more, get the best blue and get what you want ; if you do not want to pay the extra price you had better choose a different colour which is cheaper to make rather than buy an inferior blue paint that will not be satisfactory. But if yellow happens to be your fancy you would be very foolish if you were to buy some other colour simply because it is expensive. It is somewhat the same with sparkling wines ; if a man likes Champagne, that is the wine which is better than other sparkling wines and is worth more, he must pay the price, but if he likes a wine with as much gas, more sugar and a much stronger smell, let him save his money and pay less for a cheaper wine which will give him greater pleasure.

There are all sorts and conditions of men and women in the world ; few know what they want : fewer still know what is good for them, but all know what they like, or think they do, and there is a sufficiently large variety of sparkling wines to please everybody.

CHAPTER XII

THE SHIPMENT OF WINE

WINE is something very delicate and there is always a risk that it will suffer from any journey, more particularly if it has to cross the sea, as is the case of all wines you will buy, unless you deal in those home-made concoctions which, I hope, you will never have anything to do with.

The Acceptable Time

When you wish to take delivery of any wine which you have bought at an f.o.b. rate, you must be careful not to have it shipped during extremes of heat or cold.

You are not likely ever to ship wine from Australia, South Africa or California, as it is probable that it will always pay you best to purchase in London, from the few Shippers who have practically a monopoly of that class of wine, whatever quantities you may require from such far-distant lands.

Whatever wines you may ship from any of the Continental ports need not be very long on their way to these shores, and you can generally afford to wait a few days or even, at most, a few weeks, until either an excessively hot spell or a bitterly cold spell is over : such extremes of temperature never last very long with us and patience, in this as in every other instance, will be well repaid.

Do not let your stock run so low that you must ship wine in haste.

A wine which is a young wine—and ninety-eight per cent. of all the wines you will ship are likely to be young wines—is at a very critical time of its existence : it is not a piece of iron, cut or cast, which will not suffer any ill effects either from sun or snow, hard knocks or rough handling.

Young wine is a wine which has lately got over the distemper of fermentation and is beginning to settle down in life : it may still contain some grape-sugar, and it is certainly full of both vegetable and mineral substances, acids, salts and minute particles of mucilage either in solution or in suspension, all of which are slowly trying to find their place and to adapt themselves to their environments.

This work, this slow but ceaseless series of chemical reactions, steadily goes on in the peace of a cool cellar, away from changes of temperature, away from light, away from all noise and disturbance.

Then, all of a sudden, the wine is taken up to the light of day, shaken about in a lorry to the railway station, then in a truck to the coast, landed on the quayside, flung down the hold of the ship, tossed about on the sea, hauled out on this side, rolled into some Customs warehouse and out of it until it finds another home at last in your cellar.

All this cannot do wine any good, but you cannot help it. What you can help—or try to—is that your wine does not start on its journey during a heat wave or an Arctic blizzard.

You may not always be able to avoid it : heat waves and Arctic blizzards may descend upon your wine after it has left its old home and before it has reached

you. In such cases, do all you can to protect it ; see that it is not left on the quayside unprotected, and if it means some extra charges to have it placed under cover (be it only for a day or one night), instead of waiting on the open quay, it will pay you every time to pay such extra charges.

These remarks apply to all wines, but, of course, more to what the Customs call wines NE 30 rather than to those they call NE 42, that is to say to wines not exceeding 30° of proof spirit rather than to fortified wines not exceeding 42° of proof spirit.

Light Wines

In the case of the lighter descriptions of wine, you have to be very careful and more particularly as regards white wines.

Still white wines are a difficult proposition : they must be brilliant if they are to give satisfaction to the consumer, and there is to-day much white wine in English merchants' cellars which is not brilliant, and which is very difficult to sell. In many cases, the trouble is due to faulty bottling, a point which we shall deal with later, but in the majority of cases, the fault may be traced to the fact that the wine was shipped at the wrong time of the year and, probably, in too large quantities.

If you are dealing with the right class of shippers, that is to say shippers who are more anxious that their wines shall give satisfaction than to despatch and to invoice them at the earliest possible date, the best thing you can do is to leave it to them to choose the time when your white wines ought to be shipped.

A good rule, however, is to ship Graves, Sauternes,

Chablis, Moselles, and any other light white wines in April and again in October, or else late in March or late in September, but never during either summer or winter months.

Another rule, quite as good, if not even better, is never to ship white wines, with the exception of the finest Sauternes, Burgundies and Hocks, except for immediate requirements.

Ship in the spring what you are likely to require for your summer trade, and no more.

Ship in the autumn what is likely to carry you until the spring, and no more.

If, perchance, you are short of wine, it will cost you much less to buy on the market what you are short of, rather than have stocks on hand cloudy or turning brown.

Ship your white wines when they are fit for consumption: bottle them as soon as possible after you receive them, and sell them in brilliant condition and in small quantities as quickly as ever you can.

Bottle age is a very dangerous age for all but the finest white wines.

A quick turnover is the safest remedy against most troubles of white wines.

Spring and autumn shipments are also best for all Clarets and Burgundies, but, given proper attention, when red wines reach you and are bottled, they never will give you the trouble which you will experience with present-day white wines shipped at the wrong time.

Fortified and Sparkling Wines

As regards weather conditions at the time of shipment, you must bear in mind that the lighter, that is

to say the least alcoholic wines, are the most delicate. Wines upon which duty is charged by the Customs at the NE 42 rate, as well as sparkling wines, can stand a great deal of rough weather, and may be shipped practically at any time of the year, except during an exceptionally cold spell.

There is, however, a "fortified" wine, which is quite as delicate as the most delicate beverage wine, and this is "tawny" Port.

A true tawny "Port," as you know, is a blend of old and sometimes very old wines, and not merely a blend of young red and white Ports.

A true tawny Port is a very delicate wine, and the finer it is, the more delicate; a fine tawny Port has aged in wood for twenty or thirty years, during which it was taken great care of and during which it never felt the cold; it should be shipped in the summer or early autumn, that is when there is no risk of the wine being caught by the cold on its way. Cold weather causes tawny Port in wood to go out of condition, and once out of condition, it may never be brilliant again, hence the importance of not running so great a risk when shipping tawny Port.

"East India" Madeira

Of course, you may have heard of "East India" Madeira, and of Sherry which has been sent round the world in order to improve it. This is another case of the rule being proved by the exception. It is quite possible that spirits and some fortified wines may have benefited by a sea voyage; the oscillation of the vessel and the heat of the tropics on the way to and from India may have aged them, and probably

did age them, considerably, but you must remember that the majority of fortified wines sent on a sea voyage were put on board sailing ships. Very few people who are sea-sick on board a steamer experience the same ill effects on a sailing ship, and if people can feel the difference on deck or in the saloon, how much more would not the butt of Sherry down in the hold! There is nothing in common between the rocking of the sailing vessel and the ceaseless throbbing of the steamer, to say nothing of the difference in the temperature down below, between a ship without boilers and a ship with boilers on board!

I have still a couple of bottles of 1822 Madeira which went for a long voyage although they never left London. They are probably all that is left of two butts of Madeira which Lord Wimborne bought some fifty years ago as being exceptionally good. Shortly after he had bought them, he happened to mention at dinner that he had been advised to send the wine to India. One of his guests, a Mr. John Walter, who at the time owned the *Times*, said to Lord Wimborne: "Why run such a risk when you can have all the rolling and changes of temperature any Madeira will ever care to have without losing sight of your treasure?" Mr. Walter proposed to fix securely one butt on the top of each of the two presses at Printing House Square. His proposition was accepted, and during a whole year these two butts went up and down six days in every week in the fog, sleet, and snow of winter, as well as in the rain and under the scorching sun of summer. Some time after, they were bottled; the wine of the butt which had been nearest St. Paul being binned as "West Indies Madeira" and the wine of the other butt being binned

as " East India Madeira." Needless to say, the wine was the same, but Lord Wimborne used to love giving a bottle out of each bin to " connoisseurs," asking them which voyage, " East " or " West," had been best for his wine, and listening without a smile to the considered opinion of the expert, who, as a rule, would cast his vote in favour of the " East India " traveller.

Leakage, Breakage, Pilferage

But let us return to serious business. There are three dangers which everybody who imports wine must be prepared for: they are *Leakage*, in the case of wine imported in cask; *Breakage*, in the case of wines imported in bottles; and *Pilferage*, a danger common to both wines in casks and wines in bottles, but more particularly so for the latter.

In the case of wines imported in casks, double casks afford the greatest protection, but it is too expensive a method of shipping wine, except for the most valuable. To cement cask-heads with plaster affords a certain amount of protection, but it is not nearly sufficient.

One of the most effective, easiest, and least expensive ways of protecting wine in casks, is to have the casks covered with straw, which is kept in place by a rough canvas tightly sewn: the straw keeps off the heat of the sun in summer and the frost in winter; it is cheap enough and adds but very little to the total weight and bulk of each cask. It is unfortunate that the practice is left almost entirely to small farmers who sell direct, and that the big Bordeaux firms do not see fit to adopt it.

As regards wine shipped in bottles, and more

particularly sparkling wines which are bottled in bottles weighing twice as much as Claret bottles, good strong cases with iron bands or patent clips are best. Wicker hampers are much lighter; hence the general use of hampers on the Continent where railway rates are very high and where railway trucks loaded at the seat of production are not interfered with until the wine reaches its destination. But when hampers have to be taken from a railway truck and to be sent down to the bottom of a ship's hold, the wicker basket does not afford sufficient protection, and insurance companies will have every right to question the payment of claims for breakages, unless they know about it, and have charged a much higher premium in consequence.

Of course, even the strongest cases with the safest of iron bands imaginable are not proof against human thirst.

I remember watching some Champagne being landed at Valparaiso: the cases were hauled out in the normal way in a sling, and as they emerged from the hold they were steadied first, and the arm of the steam crane swinging round deposited them carefully on the quay. I was surprised to notice that at fairly regular intervals one case dropped out of the sling as it reached the level of the deck, and I discovered that such accidents were not purely "accidental." When a case dropped in this way to the bottom of the hold, it was quickly moved out of the way and tipped on end over a fireman's bucket, which was gradually filled by the Champagne from the broken bottles inside oozing out at the joints. The case was then sent up again, every patent clip intact—a fair claim against the poor insurance brokers. I

confess that I did not feel equal to tackling a gang of Chilian dockers on the subject, but I wrote home and advised my firm to use thinner straw envelopes when shipping wine to Valparaiso, and to make up the deficiency with a thick layer of sawdust all round ; it did not save broken bottles, perhaps, but it must have left very little juice, if any, available outside, and claims for breakages stopped almost entirely after the first shipment of this sawdust packing.

I do not suggest that such crude methods were ever practised at any English port, except perhaps during the demoralised period which followed the Armistice, but there are thirsty people in all parts of the world, and there may be some of them who will feel inclined to have a drink, if not with you, at any rate at your expense.

Your surest safeguard is quick transit. It may cost more, but it is well worth it.

Quick transit does not mean passenger-train rates, but it means that your wine leaves and travels with other wines in a truck which had its full load from the start, when it was locked and sealed with the seal of responsible carriers, who are alone entitled to break it upon arrival.

It means that at every stage of your wine's journey there is somebody about who knows his business and whose business it is to see that your wine is all the time on the move and not shut out or left behind.

This is where the Continental Carriers come in, the Shipping Agents with staffs at all the strategic points—Goods Yards, Customs Warehouses, Shipping Companies' Sheds, etc. Do not grudge the Shipping Agent his charges : they are the most effective, and in the long run, the cheapest insurance premium you can pay.

CHAPTER XIII

THE SHIPMENT OF WINE (*continued*)

Bonding and Clearing

WHEN your wine is on board some home-bound vessel, you must know of it, and not wait until the ship is alongside the quay to bestir yourselves.

As soon as you receive the Bill of Lading, that is to say, the Receipt which the Shipping Company gives to the Shippers, and which will enable you to claim the goods shipped, you must get into touch with the Ship's brokers, and find out the probable date of the ship's arrival, and the place where her cargo is to be landed. The latter does not matter much if your ship is to come up to Ipswich, for instance, but it is of the utmost importance if her destination be London or Liverpool.

The sooner you are by the ship's side after she arrives, the better; to find quickly any particular ship in the London docks is not exactly easy: it should not be left to the last minute.

As soon as you know when and where you may expect your wine to be landed, you should prepare an "Entry for Dutiable Goods."

There are three forms of Entries, known as:

Prime Entry,
Warehousing Entry, and
Code Entry;

and you must make up your mind which it is you want.

The " Prime " Entry only applies to goods which are taken " ex ship " ; it is the Entry which you must make if you mean to take delivery of your wine as soon as landed, paying the duty there and then, and taking it home—meaning to your cellars—your wine's new home after its voyage across the sea, a home where it will have a chance of resting and recovering in peace and darkness.

The " Warehousing " Entry must state the Bonded Warehouse where you intend keeping your wine. Upon landing, the wine will be taken to the warehouse shown on the Entry, and examined by the Customs ; a landing account will then be prepared and handed to you : it is an acknowledgement that the wine has been produced and examined by the Customs.

A " Code " Entry is a very complicated Entry, which will give you the right to move your wine from ship's side to a Bonded Warehouse some distance away, but " Code " Entries are better left to expert Bonding and Despatching Agents.

If you have both cellar space and duty money available, the best Entry is the " Prime Entry," and if you happen to be short of cellar space—to say nothing of ready cash—the " Warehousing Entry " is the next best, provided that you can secure bonded accommodation at the docks where the ship is unloading.

Having made out your entries, you go down to the Port Office (in London to the Port of London Authority) and pay the port dues chargeable on the wine which you are expecting. Then, and then only, you will be able to get your Entries stamped, and you will

present them to the Customs House, with any documents that the Customs may demand—such as Certificate of Age, Certificate of Origin, invoices, etc.—duly attached to them. There you will present them to the " Prime Seat," or " Prime Tellers," in the case of " Prime " Entries, or to the Warehousing Branch ; they will be passed—if in order—and duty will have to be paid there and then in the case of " Prime Entries." The Entries are then taken down to the Customs Office dealing with the particular ship you are interested in.

If all is done in good time, your wine will be landed and handed to you, or warehoused without trouble or delay, as soon as the ship begins her discharge.

O.E.C. One thing which you must always try and avoid is having to claim money over-paid.

When you receive a shipment of wine, you cannot tell exactly what quantity of wine you will actually receive until you have examined the cases for breakages and the casks for ullage.

If you take it for granted, for instance, that a hundred cases of Champagne represent two hundred gallons of " sparkling wine in bottles " and pay duty accordingly, you may find upon examination, that breakages are responsible for a shortage of a few gallons and you are entitled to a corresponding allowance of overpaid duty. To recover this duty, you must make out an O.E.C. or *Over Entries Certificate* and, after a great deal of wasted time and energy, you will get your money back, and you will also most probably have become very unpopular.

But you need not run such a risk ; you can very easily avoid the trouble of ever making an O.E.C., simply by making always a most liberal allowance for

breakages in the case of wine in bottles or leakage in the case of wine in casks.

Then, when upon examination the exact quantity upon which duty is payable has been ascertained, it is quite simple to make a " Post Entry " and pay the additional duty due upon the difference between the estimated and the actual quantities.

This applies to wine cleared " ex ship " but also and even more to wine which has been left in any bonded warehouse for some time; in this case, remember not to pay duty upon the quantity stated on the landing account, but on regauge.

You will always find it easy to adjust matters if you have to pay more, but very difficult if you have any money to claim.

G.R.A. In addition to the three forms of Entries mentioned above, wines from Germany, being subject to German Reparations Act, 1921 (G.R.A.), have to be presented on special forms set aside for that purpose and, in addition to the ordinary particulars, a rather complicated mass of figures are required for the payment of the 26 per cent. tax provided under the said Act.

The passing of these entries through the G.R.A. (German Reparations Act) Branch of the Customs is a somewhat lengthy job which you will be well advised to leave in the hands of a competent clearing Agent.

The competent clearing Agent, is, as a matter of fact, a far surer and cheaper proposition certainly for all provincial wine merchants, and in London for all except the big importing firms with important shipments coming in regularly.

If you ask Agents to clear your wines, or warehouse them for you, what you have to do is to endorse your

Bill of Lading as soon as you receive it and send it to them giving them at the same time the value, description and strength of the wine coming in, as well as any other particulars which they may ask for in order to complete the Customs Entry which they have to make on your behalf. You can always tell the value from the Shipper's invoice and whether your wine is in casks or in bottles, still or sparkling, and, in the case of wine from Spain, whether red or white.

You can also tell that the wine is NE 30 if it is Claret or Burgundy and, as a rule, that it is NE 42 if it is Port or Sherry. But if you are importing Lisbon, Tarragona, Valencia or any other Portuguese or Spanish wine the strength of which may be either below or over 30° of proof spirit, it is safer to enter them as "Strength unknown" and let them be tested by the Customs.

If you are importing still white wines, Clarets or Burgundies in casks, it will always be better for you to "clear" them as quickly as ever you can and to have them delivered to your cellars without any delay. To leave casks of white wines, Clarets or Burgundies in bond is done, but it is quite wrong. When you are importing such wines, give your Agents delivery instructions, and instructions to pay on your behalf duty and all charges. If you are anxious always to do the right thing, you should send your cheque, for duty and approximate charges, at the same time as your instructions.

If you are importing Champagne, Port, Sherry or Madeira, there is not the same necessity to "clear" on arrival and you may prefer to give instructions to your Agents to enter the goods for future delivery

on a warehousing entry, mentioning the Bond where you wish them to be entered if you have a Bond of your own, or if you have any reason to prefer one rather than another.

Customs

The Customs are a very great institution; their power is immense. Prime Ministers and Chancellors of the Exchequer come and go, they make laws one day which are unmade the next; you cannot trust them; they love office, they want your support, they are swayed, placed in office and unseated by you; you are their masters. Not so the Customs. You are not their masters and they know it. They are His Majesty's servants in a far truer sense than most other officials. They never change and you can trust them. You may deceive them but you can never bribe them and you will rue the day you ever attempted either to deceive or bribe them.

The Customs are truly admirable; they wield an enormous power and do not abuse it; they might be rich and they are poor; it is something to be proud of and they are somewhat proud, not aggressively so, but statelily so; hence their deep-rooted dislike for all hurry and flurry.

Now, if you bear all this in mind and act accordingly, you will find it very useful indeed.

Remember that the least Customs Officer wields an extraordinary power and deserves your respect; your income may be fifty times greater than his but that does not matter; what matters is that you want him and he does not want you; you cannot do without him and he can do quite well without you; you have to do what he tells you to do and he has no

orders to receive from you; you may be in a hurry but he is not.

It does not mean that you have to speak to him on bended knee; he would object to it very much indeed, but it means that you have to be civil and patient.

Above all, you have to be exceedingly careful how you make your Entries, all your Entries, but more particularly your Prime Entries, that is to say, when you must pay duty on wine "ex ship" and take it right away.

In preparing Entries, great care must be taken that the proper descriptions are applied and that contents are correctly stated. Any error, especially if wines are described as subject to a lower rate of duty and are found on examination to be liable to a higher rate, renders you liable to a fine varying from 10s. upwards, provided that you can prove to the satisfaction of the Customs that in so applying a wrong description, no fraudulent purpose was intended; failing such proof, there is a liability of the merchandise being confiscated and treble duty levied.

The most usual sources of wrong descriptions are due to the fact that duties vary according to the alcoholic strength of wine; if you enter any wine as "not exceeding 30°" and it is found upon examination that its alcoholic strength is a fraction over, you are bound to have trouble, trouble which you will soon get over if you are polite and sorry, but serious and costly trouble if you argue and tell the Customs that they don't know how to tell the alcoholic strength of any wine.

You must also remember that the Customs do not look on a gold foil as being the hall-mark of "sparkling

wines" and they charge sparkling wines duty upon all wines which show signs of effervescence when opened, even if such effervescence is not supposed to be there, even if you bought the wine as still wine, and if it was still when it started on its voyage across the Channel. In such a case you can apply for the wine to be sent for laboratory test, but you will find the Customs quite reasonable if you tackle them in the right way, that is being civil and keeping quiet: they dislike intensely all hustle but they hate, as only honest folk can hate, all mean tricks and every kind of deception.

Always be fair to them and they will treat you fairly.

You must also bear in mind that Customs Officials are not free to grant and refuse whatever may be asked of them; they are governed by a maze of regulations and orders. (For Extracts from Customs Regulations and Orders relating to Wine, see pp. 168–189, Appendix D.)

Warrants

Customs Warrants may be obtained for the asking upon payment merely of the threepenny Inland Revenue stamp which each must bear.

Warrants are issued by the Warehouse Keeper of the "Bonded Warehouse" where your wine is lying; they are a guarantee given by the Warehouse Keeper that so many gallons of still or sparkling wines, in cask or in bottles, are in the warehouse named on the Warrant. Of course, the guarantee is only in respect of the quantity of wine you have in bond; there is no guarantee whatever as regards quality.

Warrants, when issued, must be produced before the goods can be released, so that the ownership of a warrant is practically equivalent to the ownership of the wines mentioned thereon.

Warrants may be endorsed to a bank or anybody else who either lends you money on your stock or buys it.

Warrants are also taken out sometimes by Limited Liability Companies to be produced before Accountants or at General Meetings as evidence of stocks held by the Company.

Insurance

When writing out an order, always make it quite clear either that you wish the shipper to attend to the insurance, or that you will do so yourself. If you attend to your own insurance—and I advise you to do so—it will pay you to insure only against total loss all wines except the most expensive. You can ask your broker to take out a floating policy for £5,000 or £10,000, or more, according to the importance of your business; each time a shipment comes forward, you advise your broker of its value, and the amount is written off until the whole provision has been exhausted. When, on particular occasions, you are shipping some expensive wines, you may take out a special policy to cover all risks and pay a much higher premium.

CHAPTER XIV

THE CARE OF WINE IN CASKS

SO long as there is life in any wine, an incessant conflict goes on between alcohols and acids until both disappear; all struggle is then at an end; life has passed away. The life of wine is like our own: a constant struggle. There is no rest but in death.

For a wine to live; to struggle through the distemper of early fermentation; to resist all bad microbes and remain sound; to attain gradually that perfect harmony of all its members, which is the secret charm which makes us worship beauty in all its forms, and to grow old gracefully, there is one thing which is indispensable to wine as it is to all of us; it is Oxygen.

The care of wine in casks consists chiefly in assisting or checking the access of air to the wine; in watching its oxidation in order to take in time appropriate measures which may be rendered imperative or advisable, as a consequence of chemical changes in the constitution of the wine, due to its oxidation.

The oxidation of wine varies greatly according to three principal factors, which are:—

1. The composition and nature of the wine.
2. The quantity of oxygen which has access to it.
3. The temperature of the cellar where the wine is kept.

1. The Wine.—Oxygen renders possible and more rapid all sorts of chemical reactions, the immediate cause of which is the presence of a suitable enzyme. In the new wine, when the grape-sugar is still present which has to be transformed into alcohol, much oxygen is required and supplied by successive rackings, the wine being drawn off its lees from one cask to another in open pans.

When wines in cask reach you, they have got over that stage and sometimes they have been fined as well as racked before being shipped; they may reach you in brilliant condition and ready for bottling after a little rest and without further trouble on your part. But even during that short period of rest there are all sorts of complex chemical reactions taking place in the presence of oxygen: these reactions are of the greatest importance and more particularly on account of two of their principal effects which are that:

1. They produce, at the expense of alcohols and acids present in the wine, volatile ethers which give to the wine its natural and inimitable bouquet.
2. They render insoluble vegetal and mineral matters which were in solution in the wine: these fall by their own weight to the bottom of the cask, where they form the lees, or else they remain in suspension in the wine and require finings to gather them up and carry them down.

As a matter of broad principle one may say that the younger the wine or the more alcohol there is in a wine, the more oxygen will be beneficial, up to a point, of course, since there is nothing, not even

oxygen, which does not become objectionable when taken to excess. The older and the weaker a wine, the more careful you must be to keep oxygen from reaching it except in very small quantities.

2. THE OXYGEN.—The oxidation of all wines depends, naturally, upon the quantity of oxygen which has access to it and here you have to guard against two dangers: the excess and the inequality of the supply of oxygen which your wine will draw from the air in your cellars.

To ward against the excess of oxygen you must be careful to see that your casks of light wines are filled on arrival and kept full, making good the vacuum caused by evaporation and contraction, so that as small a surface as possible of the wine in each cask shall be in direct contact with the air.

Port, Sherry and Madeira are the only wines which may remain on ullage with impunity for a time because of their higher alcoholic strength.

To ward against inequality of supply, you must try and avoid any cask out of a particular parcel being in a draught or just below an air shaft; if you do not, the wine of some casks will be different from the wine of other casks of the same parcel, the rate of oxidation having been appreciably accelerated by the greater supply of oxygen.

There is another cause of inequality which is difficult for you to ward off altogether; it is undesirable casks, that is to say casks uneven in quality and material. There are some casks which are much more porous than others and they allow a greater proportion of oxygen to have access to the wine; hence, differences which you may notice in tasting different casks of the same parcel of wine, which shows

you how quickly the same wine responds to the presence of a little more or a little less oxygen.

It also shows you how necessary it is to taste and to taste carefully, every single cask of the same parcel of wine before buying or bottling it.

3. THE TEMPERATURE.—The temperature of a cellar where wines in cask are kept is of great importance. The temperature has a considerable influence upon the velocity of chemical reactions and in the case of wines such as you will import, the slower the pace the better, since the struggle between acids and alcohols gives far better results if slow.

Another reason why wines in casks are better in a cool cellar is that many of the objectionable microbes which at some time or other find their way into a wine, will have little or no chance to multiply and become objectionable if the temperature remains low.

A third advantage of a cool cellar is the more satisfactory precipitation of all matters in suspension in the wine.

In the London Docks, you need not look at the weather-cock to know whether the wind is east or west: you have only to draw a sample of some new wine on the scantling; if bright, you may be sure that the wind is east; if not bright, it is probable that the wind is west. The colder and drier temperature which comes with the East wind causes many particles of mucilage and other matters in suspension in the wine to fall to the bottom of the cask, whilst the warmer temperature from the west causes much light sediment to rise again.

The colder the cellar, the slower will be the oxidation of the wine, and the slower the rate of ageing of the wine.

The Cellar

A good cellar is a cellar which is sufficiently under ground not to be affected by changes of temperature ; which is free from draughts and yet well ventilated.

A bad cellar is a cellar which is cold in winter and hot in summer, draughty at times, and without sufficient ventilation the rest of the time.

Draughts can be avoided with a little care ; proper ventilation can be introduced at some expense ; gas jets can be turned on to raise the temperature in winter, but it is practically impossible to cool a hot cellar.

The cooler part of a cellar should be kept for white wines.

Cellars, whether good, bad or indifferent, can and should always be kept scrupulously clean.

Damp cellars are not bad for wine, but they necessitate greater care and give more trouble to keep clean.

Scantling should always be fairly high to leave plenty of air under the casks, and for the sake of convenience when racking or bottling.

Bear in mind, from the first, that your principal object is to get wine ready for bottling as soon as possible, and place the casks on the scantling with a slight tilt forward in order to avoid having to raise them when bottling.

Make sure, also, that each cask is absolutely firm and cannot possibly wobble, otherwise you may never get the wine star-bright.

Every cask should be examined very carefully upon arrival at the cellar, to ascertain whether, and to what extent, it may have suffered in transit.

Ports shipped from Oporto at 38° have been known to reach London at 33°—having been watered on the way—and I have heard of sea-water having been used to replace wine in a butt of Sherry, which was naturally irreparably ruined.

If you can possibly ascertain the strength of Ports, Sherries and other fortified wines, from the Customs, do so. If not, you may always draw a sample from bond and have the strength of the wine tested. If the strength is below what it ought to be, take up the matter immediately with the shipper of the wine or his agent.

Filtering

To filter wine is wrong.

There are wines which have to be filtered, but you ought never to have any.

If you buy wine from the right Shippers, and ship it at the right time, you will receive wines which require either nothing whatever except rest or sometimes finings and exceptionally, racking, before being bottled.

Filtering spoils good wine, and it should never be resorted to except in the case of spoilt wine, that is, out-of-condition wines, which cannot be rendered saleable by any other means.

CHAPTER XV

THE CARE OF WINE IN CASKS (*continued*)

Finings

FININGS are used to clear the wine from whatever there may be in it that is undesirable, but you cannot expect them to do their work without carrying off nothing else but "undesirables"; that is where the danger comes in, and that is the reason why you must not have recourse to finings unless it is absolutely necessary, unless you are certain that your wine has more to gain than to lose by it.

All wines shipped to you have been racked before being shipped; many, but not all, are fined as well, and it is indispensable that you should be told by the shipper whether the wine he has despatched to you has been fined, or not. If not, you must fine it on this side before bottling; if it has been fined immediately before being shipped to you, it may be quite possible for you to bottle it without any further finings, and if so, all the better; if not, you will fine the wine, but only very lightly.

Finings act as a very small mesh net cast over the wine; it settles down slowly and carries with it every particle of floating mucilage, or sediment, in suspension in the wine.

The more finings you put in the wine, the heavier

will be the net and the closer the mesh so that it will carry more down into the lees, but what is of far greater importance than the actual quantity of finings put in the cask of wine is the way they are put in.

Whether it be the white of eggs for red wines, isinglass for white wines, gelatine, or anything else, it is absolutely indispensable to " whisk " well your finings and to " rouse " thoroughly the contents of the cask.

Whisk : Finings must be " whisked " in wine long enough and with sufficient energy to become as light as soap froth ; the lighter they are, the longer they will be to settle, and the more thorough, as well as the more gentle, will be their action.

Rousing : If finings are merely poured into a cask and left to take their chance, they will arrive at the bottom of the cask after clearing what was in their way, but no more.

Hence the necessity of " rousing " the wine which you want to fine, that is to say stirring it, immediately after putting the finings in it, so thoroughly that the finings are absolutely mixed up with the wine from end to end, so that when they are left alone they will slowly settle down, and will form a net or a series of nets which no floating sediments can possibly escape.

You cannot hope to mix finings thoroughly in a full cask, and you should draw a little wine out first, then pour in the finings, then agitate forcibly the contents of the cask, i.e. " rouse " the wine ; then fill it up again and let the cask be well " chocked " on the scantling, slightly tilted forward, the bung a quarter over.

Let it alone for about three weeks in the case of red wines, five weeks in the case of white wines, and it should be star-bright by that time, and ready for bottling. If it is not, give it a little longer rest, and if that will not suffice, call in the Shipper or his Agent from whom you bought the wine, and take his advice.

Isinglass: A quarter of an ounce of the best isinglass well dissolved in hot water and "whisked" to a foam with a bottle of white wine is a sound way of fining a hogshead of white wines.

Eggs: The whites of from four to eight fresh eggs "whisked" to a froth in a glass of water, with a little or no salt added, is the most universal method of fining light red wines.

Gelatine: A quarter of a slab of gelatine *Lainé*, well dissolved in a little boiling water and "whisked" to a foam with a bottle of Claret, is a slight, but usually sufficient fining for a hogshead of Claret or Burgundy.

There are other finings: patent powders, milk, fresh blood, etc., may be used also, but all must be thoroughly "whisked" before being poured into the wine, and the wine must be thoroughly "roused" immediately after finings have been added to it.

Racking

Port and Sherry, Tarragona, Lisbon and such wines have less to fear from oxygen than light wines, and they may be kept in casks on this side much longer.

It may be necessary for you to "rack" fortified wines for two reasons—either as a matter of convenience, racking a pipe of Port or a butt of Sherry into smaller casks to execute orders for smaller quantities than the original pipe or butt, or, as a matter of advisability, not to leave the wine too long on its lees.

Sound wine only wants time, peace and a little oxygen to cast off what it does not want ; but wine is a prisoner within its cask, and what it does not want must perforce remain in, and foul its cell, until you come and lead it out of a tap into a pan and back again by the bung-hole of another cask into another dark cell freshly whitewashed to receive it.

To transfer a wine from one cask leaving its lees behind, into another cask, is the chief object of " racking." It serves the double purpose of removing wine from its lees which would spoil its taste in time, and of allowing more oxygen to get at it.

Needless to say, casks into which wine is racked must be scrupulously clean and free from all foul or unpleasant smells.

They must also be free from " argol," a tartaric deposit precipated by the fermentation of new wines ; it consists mostly of potassium bitartrate which, under certain conditions, may be decomposed into carbon dioxide and carbonate of potassium, a substance which will ruin any wine.

Almost as bad as a cask coated with argol, is a new cask ; leave new casks alone when racking wine : new casks have too much tannin ; they cannot help it, but do not let them pass it on to your wines.

Hot water is the best thing to rinse casks, and sulphur should be burnt in all casks at regular intervals if they are not used frequently, and always, after they have been rinsed, before being filled. Sulphuric acid in hot water will clean dirty casks, but not *mouldy* ones. A cask which has a " mouldy " smell is hopeless : all you can do with it is to find out which is the mouldy stave, remove it, burn it and replace it by a new stave.

Light Wines

The treatment of light wines in Casks, as far as you are concerned, should be very simple.

There are no light wines, NE 30 wines, beverage wines, red or white, which it will pay you to keep in casks.

You should import such wines when they have finished fermenting and when they are ready to be bottled by you on this side, with the least possible delay, either to be binned away, in the case of red wines, or to be sold for immediate consumption, in the case of white wines.

Your treatment of light wines in casks will therefore consist in getting them bright for bottling, that is to say, providing for them a cellar where they can enjoy the rest which, in the majority of cases, should be sufficient; and, if rest alone is not sufficient, administering to them in strict moderation, suitable finings.

Ullage: Light wines must never be left on ullage, as an excessive proportion of oxygen might cause some of their alcohol to become acetic acid in a very short time. All casks of light wines should be filled up as soon as received and placed on the scantling with the bung slightly on one side.

Fortified Wines

Many bottlers of Vintage Port do not believe in fining Vintage Port at all, but all draught Ports must be fined—a whole slab of gelatine *Lainé*, or the white of eight eggs "whisked" to a foam, per pipe for full draught Ports or Tarragona, and half a slab or the whites of five eggs for tawny wines.

For Sherry, a quarter of an ounce of the best isinglass well dissolved in a little hot water and "whisked" to a foam, with a little Sherry, would be amply sufficient for a butt.

Although Port is a fortified wine which can stand oxygen better than Claret or Burgundy, it is more susceptible to changes of temperature. A cold snap will not affect Claret in bottle, it will render Claret in cask clearer; yet the same cold snap will throw tawny Port completely out of condition, whether it be bottled or in cask.

The bulk of tawny and ruby Ports are sold from the "Wood," but they must be "in condition" when sold; it is important therefore not to let them go out of condition; the best way to do so is to make sure that they will not suffer from any sudden change of temperature, either by placing them in a cellar deep enough not to be susceptible to changes in the weather, or by warming up whenever necessary the cellar where they are lodged.

RULES

An ounce of practice is worth a pound of theory, but "theory" has its uses, and may save you both time and money: it will pay you to remember the following rules:—

1. Never fill a brand new cask with wine that is at all fine.
2. Avoid new casks for wine—particularly wine of some age—on account of the tannin of the new oak staves.
3. Burn sulphur in every cask which you are about

to fill with wine, whether it has been emptied a very short time, or a very long time.

4. Burn sulphur in empty casks now and again, if you are not likely to use them for some time ; it keeps them sweet and clean.

5. Do not burn sulphur in a cask in which there has been spirit lately ; it would probably set it on fire.

6. Remove from your cask the " argol," or tartaric deposit which fermentation has precipitated, and which adheres to the bottom of all casks, which have been used for young wines. Argol consists mainly of potassium bitartrate ; it is not objectionable in itself, but it may be a source of danger should the wine which you are going to lodge in a cask coated with argol ferment from some cause or other. The potassium bitartrate will be decomposed into carbon dioxide and carbonate of potassium ; the latter will ruin your wine, which will not be fit even to make vinegar.

7. If you have the choice, do not put white wine into casks which have been used for red wine. If you have no choice in the matter, rinse your casks thoroughly well with strong soda and hot water, in order to save your white wine being stained.

8. Never put wine in a cask which is not absolutely " sweet " smelling ; that is to say, free from even the faintest trace of objectionable smells. Foul smells foul wine, always. To cleanse a dirty cask, rinse it with hot water and sulphuric acid (pour the sulphuric acid in the hot water, but *not* the water on the acid). Rinse it several times

after with clean hot water and cold water; let it drip and dry and burn some sulphur in it immediately before use.

9. The most objectionable smell in a cask is a mouldy one; it is a foul smell, and one which has generally deep roots into the wood, where no hot water nor sulphuric acid can reach. A mouldy smell can be removed temporarily, but it returns. The best remedy when you have a mouldy-smelling cask, is to knock off its head, examine each stave from the inside, find which one is mouldy, throw it away and replace it by a new stave. One mouldy stave will often be found the cause of all the trouble.

10. Keep your casks of wine always filled to the bung, but never fill them, if possible, with wine different from the wine which they contain. Let them be filled gently, so that the mass of the wine in the cask be not disturbed each time. When setting up on scantling, the bung-hole of a cask should be a little to one side, so as to be in contact with the wine.

11. Never attempt to "fine" a wine which is still fermenting; not only your wine would not become clear, but your "finings" might ferment also, and spoil the wine altogether.

12. Regulate the proportion of finings to be used according to the degree of clearness and age of your wine. The clearer and older the wine, the smaller should be the quantity of finings used.

13. When finings are poured into a cask, it is most important that they should reach every part of the wine. It is practically impossible to mix

wine and finings thoroughly in a cask which is absolutely full; before putting the finings in the cask, draw more of the wine out than you are going to put finings in.

14. Wines to be fined should not be in too hot nor too cold a cellar. Finings act like a net which slowly settles down, but a net will not settle down until all its meshes hold together. In the case of finings, the albumen of the finings combines with the tannin of the wine, but for this combination to take place suitably, the right temperature is indispensable, i.e., between 6° and 8° Centigrade or 43° and 46° Fahrenheit, if possible.

15. Before fining any wine, you should ascertain how much tannin it contains. If there is not enough to combine with the albumen of the finings, your wine will not be any clearer for having finings poured into it; and if your wine has just its proper amount of tannin, finings will take up some, carry it down to the lees, and leave your wine short of tannin, and therefore ill-balanced. In each of these two cases you should add to the wine the right proportion of tannin with, or before, the finings, to allow for the quantity which will be used up by the combination.

16. After finings have been poured in a wine and given time to do their work, the wine should be racked or bottled carefully, and with as little air as possible being admitted.

17. The same wine should not be fined more than once or twice on this side. Each time a wine is fined after the first time, it is likely to lose quite as

much as it gains, and probably more. Repeated finings, or the use of excessive quantities of finings, deprive a wine not only of tannin, which may be replaced artificially, but also in the case of red wine, of the colour pigment which can never be replaced, except artificially, which is both objectionable and unsatisfactory. It also deprives wines of some of the salts which are necessary to their safe keeping, and it lowers their alcoholic strength.

18. Sulphur matches vary in length and width. The standard size should be used and judgment exercised as to the quantity. A pipe or a butt will require a whole match. For a hogshead, a half or a third, for smaller casks, a quarter of a sulphur match suffices.

CHAPTER XVI

The Care of Wine in Bottles

WHENEVER possible, bottle your own wines. First of all, the wine which you have bottled yourself is a wine you know better, a wine which you are much more sure of, and which is different from any wine sold by anybody else.

The wine bottled on this side will cost you less and will probably be better bottled than the same wine bottled abroad, but, what is quite as important to you as cost, and even quality, is individuality.

The Claret and the Port which you ship in casks and which you bottle over here at your own time and in your own way, will be similar, but not the same as the Claret and Port bought from the same people, at the same price and at the same time, by any of your competitors.

Before bottling any wine, you must make sure :—

(*a*) That all risk of fermentation is past, that is to say, that the wine you are about to bottle was not shipped too early.

(*b*) That the wine is sound and free from all evil smell, that is to say, that it has not been contaminated by a faulty stave, a piece of iron or of dirt, which sometimes happens to drop in when casks are filled up previous to shipment.

(*c*) That the wine is star-bright.

These three conditions are, to my mind, rules without exception, but there are bottlers who make an exception to the " star-bright bottling " rule when they bottle Vintage Ports : they give Vintage Ports neither rest nor finings ; some even roll the casks about immediately before bottling, and they claim that by such bottling they obtain a " crust " that is firmer and a wine which is better than if robbed by finings of some of its body and flavour. I do not agree with them, and it seems to me that it must be better for Vintage Port to be given two or three weeks' rest —without finings perhaps—and then bottle it unfined but without the lees which will have been precipitated naturally. Of course, there will not be the same volume of sediment in the bottle eventually, but the crust should not be so loose, so soft and heavy ; it should be firmer, and the wine should be fit to drink at an earlier date.

You can, but you must not filter wine : it takes too much out of it.

You can and you may fine wine whether it be young or old and thus get it in condition for bottling, but the great difficulty has always been, and will ever be, to know the right age at which a wine is to be bottled.

Bottling Age

No unfortified wine, whatever the casks and the cellar may be, can be kept long in cask without not only the risk, but the certainty of ageing too quickly, losing its colour by oxidation and its bouquet by evaporation.

The surest and best way to prolong a wine's life, that is to say, to check its oxidation, is to bottle it as soon as all risk of further fermentation is over.

Fortified wines may be kept a long time in casks if they are constantly blended with younger wines of greater alcoholic strength, but it will hardly ever pay you to keep even fortified wines in casks.

Vintage Ports, of course, must be bottled early, or else they will lose their " Vintage " character ; tawny Ports and Sherries will be shipped by you or blended to meet the particular type or types of wines which your customers like best and will expect to receive ; but if you keep in casks for any length of time tawny Ports and Sherries shipped according to " sample," they will undergo a change which, even if a distinct improvement, will render the wine different and probably less acceptable.

As a rule, ship all your wines when they are ready for you to bottle, and not before.

Do not ship your wines too early, and do not keep them in cask longer than is necessary to get them in condition for bottling.

If red wines be shipped and bottled too early, they will throw a heavy sediment in the bottle instead of lees in casks, and they may take ten years to do it in glass, instead of ten months in wood.

You will have to wait much longer before they reach the right age when they should be fit to drink, and you shall receive no reward for your patience.

On the contrary, having been obliged to lie with the lees which it wanted to cast away—which racking would have relieved it from—your wine will probably have acquired an astringent after-taste, a certain bitterness, which will be quite unpleasant, and might never have been there had you bottled the same wine after one other racking.

On the other hand, if red wines be bottled too late

they will lose some of their colour, acids and ethers, and they will contain too small a proportion of acids to produce further volatile ethers in sufficient quantities to acquire all the bouquet they would have possessed had they been bottled earlier.

If white wines be bottled too soon, they will go on fermenting; they will throw a light sediment which will spoil both their looks and their taste; they will become "out of condition," and difficult, if not impossible to sell.

All wines ought to be bottled as soon as they have more to lose than to gain by the comparatively quick oxidation which goes on in the cask.

A wine which, after being racked and left undisturbed some three or four months, runs bright practically to the end, is fit for bottling: it shows that there is as perfect an equilibrium as can be expected between all parts of the wine and that all that was undesirable has been cast off.

Then is the time to bottle it, and to protect it much better than can be done in cask from too much air and malevolent microbes always in the air.

Bottling

Bottling is one of the most important parts of a cellarman's work: good bottling makes all the difference to the wine, and bad bottling has ruined much excellent wine.

With perhaps the exception of Vintage Ports, it is important to bottle all wine star-bright; in the case of white wines it is absolutely indispensable.

The first condition to bottle wines in star-bright condition is to bottle them when the weather is suitable:

stormy or muggy weather is not bottling weather. A cold, calm, fine day, when the breeze is in the east, is the most suitable. It will pay you to wait before bottling light wines until the weather is suitable.

It will also pay you to work overtime, if necessary, when you have started bottling, and get on with it quickly.

TAPS : There are two ways of inserting a tap in a cask : the right way and the wrong way ; the right way is to screw it in ; the wrong way to hammer or drive it in, a process which is bound to disturb the lighter sediment at the bottom of the cask.

VENT PEGS : There is also a right and a wrong way of boring a vent hole in a cask : the right way is to bore it before, and the wrong way is to bore it after boring a hole for the tap.

If the vent hole be bored first, the air pressure may cause a loss of wine when the hole is bored for the tap, although it should not be a loss of more than a few drops.

On the other hand, if the tap hole is bored first, it is quite easy not to lose a drop of wine, but when the vent hole shall be bored, and it must be bored before any wine can be drawn from the tap, some of the fine sediment at the bottom of the cask is bound to rise and spoil the brilliant condition of the wine to be bottled.

FILLING : The actual filling up of bottles should be done with the least possible access of air.

The best means of filling is from the cask to the bottle without the use of machinery, which saves time, but leaves the wine too long in contact with air and metal.

Care must be taken not to jar the tap each time a

fresh bottle is brought to it, as it disturbs the sediment.

Let each bottle be uniformly filled " Well up."

Bottles

It is of the utmost importance to bottle wine in bottles which are absolutely clean, dry and odourless.

No pains are too great, nor time wasted, which enables you to be sure of using none but bottles free from bits of cork, dirt or dust, smell, even the faintest, and moisture, even the slightest.

Whether you are bottling in bottles washed on the premises or delivered to you ready for bottling, you should look at each bottle critically before filling it.

You can have a candle on the floor by you and as you take up the empty bottle which you are going to fill, place it for a moment in front of the candle and have a good look at it to see that it is perfectly clean.

Bottles must also be suitable as regards size, colour, material and age, all of which are important factors which vary with different types of wines.

White wines should be bottled in white bottles and red wines in dark bottles of standard shape and size for Claret, Burgundy, Port and Sherry.

Do not bottle Burgundy in old Champagne bottles : the shape of Champagne bottle is similar, but they hold more and weigh very much more than Burgundy bottles.

If you bottle in standard bottles, you should reckon on getting the following quantities :—

			Gallons.
56	Dozens per	Pipe of Port or Tarragona	containing 115
52	,, ,,	Butt of Sherry	,, 108
44	,, ,,	Pipe of Madeira or Marsala	,, 92
24	,, ,,	Hogshead of Claret	,, 48
24	,, ,,	,, ,, Burgundy	,, 48
15	,, ,,	Aum ,, Hock	,, 31

Foreign Bottles : If you buy wine bottled abroad, buy after you have seen a bottle of the wine and ascertained its liquid contents. There are " Bordelaises " which run six and a half, seven and eight to the gallon, fancy shapes of Burgundy bottles which are very deceptive, and Swedish Port " bottles " have been known to run thirteen to the dozen.

Vintage Port Bottles : In the bottling of Vintage Port, more care must be exercised in the choice of bottles than is the case with other wines. Vintage Port is bottled very young, and it is destined to remain in bottle a long time, during which it will throw a sediment, a heavier sediment than other wines, because it has not been kept in cask so long and has not been racked off its lees so often.

It is very necessary to the enjoyment of Vintage Port that none of that sediment should foul the wine when the time has come to drink it, and the kind of bottle used may make all the difference.

Vintage Port, bottled in some of the modern machine-made bottles, will be worth very much less than the same Vintage Port bottled on the same day by the same people in old bottles or old-fashioned bottles. It is not a case of fancy, but of fact ; it is not a case of the more or less picturesque appearance of the old bottles, but of a true and firm crust instead of a loose sediment.

The smooth bottle gives no chance to the sediment, whilst the old bottle, rougher or grooved, makes it possible for the sediment to become fixed into a crust which will adhere to the glass and not foul the wine.

A Vintage Port is not always left to mature in the original bin and decanted from the bin when its last hour has come ; it may be sold by you or by your

customer years after it was bottled, and if it has been bottled in perfectly smooth bottles the sediment will slip back into the wine, some of the tartaric acid crystals which have been deposited will be dissolved again in the wine, and although the heavier deposit will drop down to the bottom of the bottle if left standing for a couple of days, the wine will never be so fine as if the bottle had never been disturbed or if the sediment had remained firmly on the glass in the shape of a hard crust.

CHAPTER XVII

THE CARE OF WINE IN BOTTLES (*continued*)

CORKS: To save money on corks is sheer folly; always buy good corks even for cheap wines, but the longer the wine you bottle is likely to be kept, the better and the longer must be the corks used.

CORKING: Wash your corks first in cold water, rinse them in tepid water, and then soak them in wine just before use.

Look at the ends of each cork as you pick it up, and place the best end face downwards in the corking machine, that is the end which will be in contact with the wine.

Corks vary in size, and so do the bottle-necks, and you must try and pick out a bigger cork when you come across a bottle with a bigger neck, or a smaller cork for a bottle with a narrower neck.

As you catch hold of the bottle to be corked, and raise it to the corking machine, you can just insert the tip of your forefinger into the neck, and with a little practice you will very soon be able to feel whether it is a small or a big neck. If you do so you may lose a little time, but it is well worth it, since you will avoid "slack" corks, that is to say, corks really too small for the neck of the bottle—corks which will let the air come in or the wine run out, and you will also avoid

trying to drive a cork too big for the neck of the bottle, which is the most usual cause of split necks and cut hands.

When your cork is in the corking machine, and the bottle is below ready to be corked, bend low and throw a light upon the lower face of the cork which is ready to go into the neck of the bottle ; you will notice a tiny shiny brownish dewdrop : it is not pure water, but water and some chemical preparation which cork merchants use in the bleaching of corks ; it cannot do the wine any good.

Always have a clean sponge by you, when corking, and without bending each time to see if the little drop is there or not, just wipe the face of every cork after you have squeezed it to the size of the neck of the bottle and just before driving the cork in. It will mean a loss of a little time, but an insignificant loss compared to the very real benefit which is represented by a faultless bottling of wine.

Capsules and Wax : After bottling, it is well, whenever possible, to let bottles stand for a day or two before binning.

The pressure of the cork may cause cracks in the neck which are not noticed at the time, and the wine from such bottles had better be decanted rather than dribble away in the bin.

It has also the advantage of giving time to the cork to dry.

To keep the weevil—and even rats !—from the corks of bottles which are likely to remain in a bin for some time, it is wise to protect the corks by either a metal capsule or wax, but neither the one nor the other should be used whilst the top of the cork is wet.

Binning : A very foolish economy is to use old

laths when binning wine : old wood is, or is likely to be a source of trouble ; it harbours the eggs of the weevil, which may ruin all your corks. Always use lathes of healthy young wood previously dipped in a solution of permanganate of potash or any other non-odorous antiseptic solution.

The newly-filled bottle must be laid to rest in a dark cellar.

It is important that as little light as possible should shine upon the wine in bottles, even when the bottles are of dark glass.

It is important, also, that the bottles should be binned in a perfectly horizontal position, in such a way that the wine be always in contact with the face of the cork, and that the sediment shall not slide into the neck of the bottle.

It is important, also, that wine in bottles should be kept in a cellar where the temperature varies as little as possible. It is worse for a wine to be in a cellar which is cold in winter and warm in summer, than to be in a hot cellar all the year round ; of course, it is much better for wine to rest in a cellar which is cold all the year round.

A dry cellar renders the cork more porous and less resisting to the ingress of oxygen, as well as to the breeding of cork grubs.

On the other hand, a wet cellar may spell mouldiness, but it is easier to remove all trace of mould as soon as it appears, than to cause corks to expand ; and, naturally, a damp cellar does not mean a cellar with stagnant pools of dirty water about : the floor of a cellar must always be kept swept up and dry, but the damp atmosphere of riverside vaults is not a handicap to the storage of wine.

Bottle Flavour: During its life in bottle, wine matures slowly, but it acquires at a comparatively early stage a distinct and most attractive fragrance which no wine in cask possesses.

This is due to the fact that the volatile ethers formed at a very slow rate by the oxidation of alcohols by acids remain within the wine.

To obtain this "bottle flavour" is one of the chief objects of bottling wine.

A friend of mine, whose judgment I value highly and who has a considerable experience of the retail trade in England, tells me that he feels certain that the principal cause of the unprecedented slump in Clarets over here is the shortage of wine with bottle-age.

Old Clarets and Burgundies disappeared during and immediately after the War, and ever since the public has been given to drink bottled wines almost straight from the casks, while they should have been left to mature in bottle. Even the cheaper descriptions of Clarets ought to be given two years in bottle, but the finer wines ought to have at least from six to ten years in bottle, or more.

Vintage Port is simply undrinkable until it has been in bottle some years, and both Clarets and Burgundies have always much to gain by bottle-age, although it does not mean that the longer the wine is left in bottle, the better it is bound to be.

Bins of wine must be tasted at regular intervals in order to ascertain how the wine is developing and when it has arrived at a stage when it can safely be recommended for immediate consumption.

The wines of some years "come round," that is to say "age," much more rapidly than the same wines in other years, and they also "go off" much sooner.

1868 Ports and 1870 Clarets, for instance, are to-day bigger and will last longer yet than Ports and Clarets which are twenty-five years younger, and 1893 Champagne had ceased to be pleasant to drink when 1884's and 1889's were still excellent.

There are no hard and fast rules to follow, but your common sense and your senses of smell and taste. Keep wines in bottle so long as they are gaining, but as soon as you find they are not gaining any more, get rid of them as soon as possible and get them drunk.

There are also wines which you had better never bin away to let them acquire bottle-age.

Such are light white wines, which should be bottled for immediate consumption, and only in such quantities as your probable trade shall warrant.

The chief charm of white wines is their freshness: "bottle flavour" is rarely an attraction in their case; on the contrary, and you can all the more dispense with it as they will develop, at the same time, in all probability, a brownish colour or a blue "smoky" sediment which will render them unsaleable.

There is another type of wine which, to my mind, is better without any "bottle-age," and that is Tawny Port. It is, however, merely a matter of individual taste, and you may have customers who will appreciate old-bottled Tawny Ports, but, if I were you, I would not bin any large quantities of Tawny Port for future consumption.

Château—Bottling

Of all the wines which you are likely to import in bottles—with the exception of sparkling wines, of course—the most interesting will be Clarets bottled

at the Château, and a few remarks on the meaning of "Mise du Château" may be of some use to you.

The owner of the Château, having a superior interest in the good name of his Estate, always retains the right of withholding the "Château Bottling" from the merchant who buys his grapes.

The finest wines of the Médoc are usually bottled at the Château, that is to say, where they were made and where they are kept under the vigilant eye of the Château Head Cellarman until they are ready for bottling.

But a wine may have been actually bottled at the Château and yet not be entitled to the "Mise du Château" or "Chateau bottling."

The classical example is that of the Lafite 1874; the wine had been bought before the vintage by one of the leading Bordeaux Shippers, but when the time came for its bottling, the owner of Château Lafite refused the "Château Bottling." The merchant argued that the quality of the wine was quite up to the high standard of excellence expected of a Château Lafite, and that the owner had no right to withhold the bottling maliciously: he brought the matter before a wise old judge who decided that the owner was entitled to withhold the Château bottling, that is, the use of corks branded with his name, the name of his Estate and the date of the vintage. For such branded corks are the chief feature of the "Mise du Château."

But the wise old judge acknowledged that the merchant had proved his case and that the 1874 vintage Lafite was worthy of the reputation of this famous Château, and he ordered that a number of bottles sufficient to bottle the wine of that year

should be made forthwith, each one with a " button " blown on the shoulder of the bottle with the name of the Château and the date of the vintage inscribed on it. The corks, however, were to be plain corks.

" Château Bottling " used to be a guarantee worth having; it used to mean that the vintage of that particular year was a good one and that the owners of the Estate were well pleased with the wine they made in that year.

Unfortunately, that is true now only of but a limited number of Châteaux: in the case of others the " Château Bottling " is given to the wine bottled at the Château year after year, whether it be good, bad or indifferent. Hence the number of " Château Bottled " Clarets which are offered to the public, which are a disgrace to the people who sell them and to the whole of the Claret Trade, wines of a bad year, wines which are not fit to drink, wines which are full of tannin and acetic acid, and yet which will be bought by many people in preference to really excellent Clarets bottled in London and sold in a plain bottle, simply on the strength of the attractive label and the magic words: " Mise en bouteilles du Château."

CHAPTER XVIII

SHIPPERS

THE business of the Wine Trade in this country consists in :—

1. Securing the right kinds of wine abroad.
2. Shipping them at the right time of the year.
3. Bottling them rightly and selling them at prices both fair to the consumer and profitable to the merchants.

There are enterprising philanthropists who claim to sell wine " direct from the producer to the consumer," and there are simple-minded optimists ready to be caught by their catch-phrase ; such people are merely the exception that proves the rule.

The supply of wine varies very much from year to year ; the quality of different wines varies even more and so does their price. Moreover, wine is essentially perishable and even the best may easily be spoilt beyond hope of recovery by the lack of proper care.

Hence the necessity of having as wine merchants men who possess the means wherewith to secure large stocks of the right wines at the right time, and who have also the necessary knowledge to buy none but sound wine and to look after it intelligently so as to sell better wine than they purchase.

The Wine Trade may be divided into two main classes of traders, i.e., the Shippers and the Merchants.

The Shippers are concerned with the supply of wine and the Merchants with its distribution; the first deal with the production of wine and often are actually producers, whilst the second deal with the public directly or through retailers and caterers.

Strictly speaking, anyone who ships wine to or from anywhere may call himself a wine-shipper but, personally, I consider that the name of Shipper has a very much more restricted meaning in the Wine Trade.

A Shipper, such as I understand it, owns stocks of wine abroad; it may be wine made by him either from his own grapes or from grapes purchased by him locally at the vintage time, or from both his own and other growers' grapes; or else it may be wine that he has bought from the growers or through brokers but always at an early stage.

A Shipper, in other words, is he who ships wines which he may call his own because he has made them himself or because he has blended and matured in his own way wines bought by him originally from the growers of his district.

A foreign address, a brass plate on the front door of any dwelling house abroad, and the reproduction of the said brass plate on some note paper are too often the sole stock-in-trade of so-called Shippers who, when they secure an order, go and buy the wine they have sold from the man whom I call the legitimate Shipper, that is, one who has stocks of his own.

The man who knows where certain wines and special parcels are to be found at the seat of production and who, owing to this knowledge and his enterprise, succeeds in disposing of such wines, renders to both the buyer and the Shipper a real service and he is most certainly entitled to his reward; he may call

himself a broker, an agent or a dealer but not a Shipper.

I maintain that the man who poses as a Shipper when soliciting orders gives the impression that he is offering his own wines; if he has none of his own, if he is working on a commission basis for some other firm, he has no right to hide the fact; it is by no means a disgrace to work for others, but it is always a disgrace to tell or to act a lie, to deceive people in the hope of a greater or of an easier prize.

Of course, I quite realise that people who call themselves Shippers without having any right to the name will not desist because of the opinion which you or I may have of them, but I wish to warn you of their existence so that you should ascertain, whenever possible, whether you are dealing with what I call a bonâ-fide Shipper.

It will always pay you to buy from people whom you can trust, that is to say, from people who speak the truth.

I do not say that it will *always* pay you to buy wine from its original Shipper; as a rule, it will pay you, of course, but there are cases when not only it may cost less money to buy what you want second-hand but when you cannot get what you want in any other way.

For a Merchant on this side to attempt buying wine direct from the grower is a mistake.

Your two greatest needs are to secure not only quality but continuity of quality first of all and a fairly large variety of wines.

The question of cost price only comes third and a long way behind.

You cannot go to Bordeaux, Reims, or Oporto at

the vintage time or soon after and select from the growers themselves wines of that year whenever you consider the year to be a good one.

No reputable broker on the spot would act for you, but if you found a broker or if you purchased wine without the assistance of any broker, what would you do with your wine ?

How could you make sure that the grower whose wine you will have purchased is going to look after it for you properly and that, by the time it is fit to be shipped to you, you will receive the kind of wine you expected and required ?

The risk you would run by adopting such a course would be out of all proportion to whatever money you might hope to save on the purchase price.

What you can do and what has been done by several important firms of wine-merchants on this side, is to invest large sums of money abroad in a Château of the Médoc, for instance, and become wine-growers. It may pay you to do so or it may not ; it depends chiefly upon the weather and the proportion of bad years to good years.

Of course, when you have your own Estate, you must deal with the produce of every vintage such as it is, whether good, bad or indifferent.

Your own wine should cost you less than a similar wine bought by another merchant from a Shipper, but only if you make a lot of it, and if you do you will have to offer for sale the same wine to a great many people ; this is a difficult proposition ; tastes differ, occasions vary and so do the moods and wants of your customers, so that you must always aim at securing a variety of distinct wines in each class or grade in order to have as large a choice of wines as

possible to offer, wines different in style but of uniform quality in each style.

You will find it easier, I believe, to do so if you buy moderate quantities of different wines of none but good years from reliable Shippers rather than by filling up your cellars with the total output year after year of an Estate of your own, to say nothing of the considerable amount of time and personal attention you will have to devote to your Estate abroad to the detriment of your business at home.

But even if you were to run large Estates of your own in each of the wine-growing districts with such conspicuous success that you could secure your supplies of wine at cheaper prices than all other merchants, you would be growers but not shippers such as I understand the meaning of the name, since you would not carry stocks to supply the requirements of the Trade, and you would be obliged to go to Shippers for many wines which you can no more do without than grow yourselves.

Shippers vary, naturally, and it is far more important for you to choose your Shipper than your wine.

You may have dozens of baby bottles sent to you by different Shippers, each bottle containing a few drops of a very new Claret, Burgundy, Port or white wine, but you will have to be more lucky than clever if you can pick out the wine which is best or best for you.

It is easier to pick out the Shipper who is reliable, and trustworthy, who has a reputation to lose and much wine to sell, who is in a position to deliver year after year the same quality of wines of different kinds, who will supply you with what you require not once but always.

You will never get any satisfaction nor profit in the wine trade unless you deal with Shippers whom you trust and, of course, who are deserving of your trust.

The way Shippers conduct their business varies according to conditions which obtain in different wine-making districts and according to the wine which they ship.

Some Shippers have practically a monopoly of the wines obtainable in England from certain districts, such as California before America went dry or from South Africa now, but such is not the case as regards other wines.

CHAPTER XIX

SHIPPERS (*continued*)

Port Shippers

PORT SHIPPERS own Estates or "Quintas" in the Valley of the Douro; some make much and others but little wine from their own vineyards, but most, if not all, of them buy grapes at the vintage time from native growers to make more wine.

The quality of Port depends largely upon the manner in which brandy has been added to the fermenting grape-juice originally and the Port Shipper must know what sort of brandy was used and at what stage of the fermentation of the must it was used, before he can proceed to blend his different wines when they reach his Lodges at Oporto.

As a rule, Port Shippers actually make the wines they ship or they see them being made under their supervision.

Port is a wine which the Portuguese never dreamt of making originally and the Port Wine Trade owes its existence to the enterprise of English and Scotch firms who, to this day, retain the lion's share of the trade.

For a long time they enjoyed practically a monopoly of the Port Wine Trade, but some French, Dutch and other traders also settled at Oporto and the Portuguese

themselves have, of more recent years, shown great determination in dealing themselves in the produce of their own vineyards.

There are several Portuguese firms who ship now under their own name wine made from the grapes which they no longer sell at the vintage time to the English Shippers at Oporto. There is no reason why such Portuguese firms could not ship as good Port as any other Shippers and I am told that some of them do, but, in the making of Port, much care and knowledge are quite as necessary as ripe grapes, and there has been much rubbish shipped from Oporto under the name of Port by some Portuguese Shippers.

Never buy any Port direct from a Portuguese Shipper without a reputation to lose and a reputable agent on this side : the risk you will be taking if you attempt to do so will be out of all proportion to whatever difference there may be in the cost of the wine.

The majority of Port Shippers hold a unique position in the Wine Trade : they have no Agents but their own offices both at Oporto and in London ; they know conditions at the seat of production and they know what the public like over here ; their knowledge is not second-hand ; many of them live at Oporto and visit England regularly, others live in England and visit the Douro frequently. Hence the Port Shippers are in closer touch with the trade in this country than any of the other Shippers and there is no doubt that this fact has a great deal to do with the prosperity of the Port Wine Trade in England.

Sherry Shippers

Sherry Shippers are not so much concerned in the actual pressing of the grapes at the Vintage time as

in the quality of the MOSTO, or wine such as it is after the first fermentation.

Some have vineyards of their own but all buy from the growers young wines which they take home to make their blends or Soleras.

There are comparatively few Sherry Shippers because much time and capital are required to make up different types of Sherry, mature them and be in a position to meet the demand of the Importers and the Retailers.

The majority of Sherry Shippers also have their own House in London whilst others have agents.

CHAMPAGNE SHIPPERS

There are three classes of Champagne Shippers; there are those who own vineyards, make their own wine from their own grapes and from grapes they buy from the growers at the time of the vintage and who ship their wine to all parts of the world; there are also those who own no vineyards, make no wine themselves but who buy CUVEES where they can and when they want; lastly, there are those who have some vineyards of their own, buy grapes from the growers when they are cheap, buy made wines from growers or speculators whenever prices are tempting, but only ship a very small quantity of wine under their own name; they make a speciality of supplying so-called Shippers who carry no stocks and Importers who want to sell Champagne under some registered name or names of their own, chiefly in order to have a greater margin of profit than is possible when handling a well-known brand which, being stocked by many

wine merchants, cannot be sold except at about the same rate by all.

The Champagne Shipper who ships none but his own wines and under his own name is in a somewhat peculiar position: he does not sell to the public, but he has to create and keep up the public demand for his wine. The importer who will buy from an unknown Port or Sherry Shipper, wines which are better and better value than the wines of well-known Shippers, needs be a bold man to buy Champagne, even of a well-known brand, if this particular brand has never been "introduced" in his part of the country, and if there is no "demand" for it among his customers; however excellent a particular Cuvée may be, it will never be his wine, but that of the Shipper whose name appears on the label, and he does not feel justified, as a rule, to go out of his way and make his customers recognise their mistake if they will go on asking for other brands which he, as a merchant and expert, considers inferior in quality.

The Champagne Shipper, unlike all other wine Shippers, has to do more than ship the best wine he can: he has to make it known.

Of course, the better the quality of the wine which he ships, the easier it will be for him to get the support of the wine merchant, first, and of the public, after; but popularity is, in his case, of even greater importance than quality, and also more costly to attain.

His consolation is that once he has made his name popular he is fairly certain of increased sales.

Not so, however, the Champagne Shipper who specialises in supplying wine under the importers' own brand or brands; it is true that his expenses are negligible compared to those of the Shipper who ships

wine under his own name, but he never knows whether his customers may not be tempted by lower quotations to buy elsewhere the wine on which they will place their own labels.

The great majority of Champagne Shippers trade in this country through agents, who either transmit orders as they receive them, or who buy outright the wine from their principals and sell it as best they can.

Bordeaux Shippers

Bordeaux Shippers are in a category entirely different from both Port and Champagne Shippers.

They make wines of their own, and they buy the wines of well-known Estates, or Châteaux, which are sold not under the Shipper's, but under the Château's name.

Bordeaux Shippers ship, therefore, two distinct classes of wine: beverage wines under their sole responsibility, and fine wines from named Estates, sometimes their own property, either freehold, or only upon a lease for a number of years, but usually not their own.

In the matter of beverage wines, quality and value alone rule, but in the matter of Château wines, the popularity of the Château's name and quotations for the same wine from other Shippers come into play.

Some of the Châteaux of the Médoc belong to Bordeaux Shippers, but most of them are owned by people who are not in the wine trade, and who sell their grapes to Bordeaux Shippers not at the vintage time, but, as a rule, long before, and sometimes for a number of years ahead.

This system, known locally as "Abonnement," (contract), is in the nature of a gamble: the Shipper

who has booked by contract the whole output for ten consecutive years, for instance, may strike only one or two, but perhaps as many as six or seven more bad to moderate vintages out of the ten, and he may have much good or much indifferent wine to pay for, and therefore to sell ; if he is fortunate and has mostly good vintages, he will have no difficulty in selling the wine which he must take up according to his contract ; he will sell some to you, but he may sell some to other Bordeaux Shippers also.

When trade is good, it is quite common for Bordeaux Shippers to sell to each other not only wines which they have in stock, but wines which will not be theirs until after the coming vintage has been gathered in.

Such a practice is perfectly legitimate ; it enables different Shippers to offer a greater variety of wines to their customers but, from our point of view here, as importers who are free to select from individual Shippers the wines which we may consider to be best value or the best sellers, this practice of inter-Shippers' dealings has the great inconvenience of raising prices all round.

Most Bordeaux Shippers have their agents over here, but many make it a practice to come over in person every year in order to visit their customers in all parts of the country and give them the benefit of their knowledge and experience respecting conditions prevailing in Bordeaux, the prospects of the coming vintage, and how the wines of the latest vintages are progressing.

Burgundy Shippers

There are a number of Bordeaux Shippers who are also Burgundy Shippers, some because they own

vineyards, buy grapes and new wines in Burgundy, others simply because they have come to some arrangement with one Burgundy firm or another to draw upon their stocks whenever they can sell some Burgundy.

The supply of Burgundy is much smaller than the supply of Clarets, and there are fewer Burgundy Shippers.

They ship ordinary wines, mostly blends, and entirely their own, wines upon which their reputation as Shippers stands, and fine wines from named and famous vineyards bought by them in competition against all other Burgundy Shippers, but they are wholly responsible also for these as so much depends upon the way in which such wines are looked after before they are shipped.

Hocks and Moselles Shippers

Some Hocks and Moselles Shippers own vineyards either in the Moselle Valley or in the Rhinegau, or in the Palatinate, but none of them own vineyards which would enable them to ship even a moderate selection of Hocks and Moselles.

The German Shipper is an expert who makes up ordinary wines by judicious blendings of different wines in order to average both quality and cost, and who selects, besides, what he considers the best and the best value of the wines produced each year in the Valleys of the Rhine, Moselle, Saar, Ruwer, etc.

He may have a pet vineyard of his own here and there from which he makes very good wine, but he aims at offering as wide a range of distinctive wines as possible. He buys them when they are quite new, and he sells them when he considers that they are ready for shipment.

AN ABRIDGED DIRECTORY OF THE LEADING WINE SHIPPERS

BORDEAUX

Shippers.	London House or Agents.
Adet, Seward & Co. ..	Macminn, Richardson & Co., St. Dunstan's Buildings, E.C.3.
Anglade & Co.	B. Wood & Son, 4, New London Street, E.C.3.
Audinet & Buhan ..	Martin Bird, Hallowes & Co., 16, Water Lane, Great Tower Street, E.C.3.
Barton & Guestier ..	Osborne, O'Donnell & Co., 62/63, Mark Lane, E.C.3.
H. & O. Beyerman ..	Cock, Russell & Co., 36, Great Tower Street, E.C.3.
J. Calvet & Co... ..	Brooks, Bodle & Co., 36, Mincing Lane, E.C.3.
Cruse & Fils Frères ..	Rutherford & Co., 5, Water Lane, Great Tower Street, E.C.3.
Descas Père & Fils ..	Canney & Roughton, Ltd., 14, Harp Lane, Great Tower Street, E.C.3.
P. J. de Tenet and Ed. de Georges	Geo. Idle, Chapman & Co., Ltd., 65, Lower Thames Street, E.C.3.
Dircks & Fils	Davis & Hammond, 44/46, Leadenhall Street, E.C.3.
Dubos Frères & Cie ..	Cunliffe, Dobson & Co., 20, Harp Lane, E.C.3.
Louis Eschenauer ..	Cunningham, Riviere & Newman, 7, The Crescent, Minories, E.C.3.
Hanappier, Peyrelongue & Co.	Row, Cronk & Co., 47, Mark Lane, E.C.3.
Nathaniel Johnston & Sons	Percy Fox & Co., 41, Crutched Friars, E.C.3.
Journu Frères, Kappelhoff & Co.	Wm. Finke & Co., 27, Clement's Lane, Lombard Street, E.C.4.
Ed. Kressmann & Co.	W. Giffard Devey, 33, Mark Lane, E.C.3.

BORDEAUX—(*continued*)

Shippers.	London House or Agents.
A. Lalande & Co. ..	Gonzalez, Byass & Co., Ltd., 74, Great Tower Street, E.C.3.
Latrille & Ginestet ..	Dent, Urwick & Yeatman, 34, Great Tower Street, E.C.3.
J. Lebègue & Cie ..	J. Lebègue & Co., 6, Fen Court, E.C.3.
L. Mégret & Co. ..	L. Megret & Co., 40, Great Tower Street, E.C.3.
Louis O'Lanyer & Cie ..	F. Challoner, 83, Pall Mall, S.W.1.
E. Paris & Damas ..	W. J. & T. Welch, 10, Corn Exchange Chambers, Seething Lane, E.C.3.
L. Rosenheim & Fils ..	3, Lime Street Square, E.C.3.
Schroder & de Constans	Barton & Co., 90, Lower Thames Street, E.C.3.
Schroder & Schyler & Co.	Reid, Pye, Campbell & Hall, 25, Mark Lane, E.C.3.

BURGUNDY

Bouchard Ainé & Fils, Beaune	Bouchard Ainé & Fils, 10/11, Mincing Lane, E.C.3.
Bouchard Père & Fils, Beaune	W. J. & T. Welch, 10, Corn Exchange Chambers, Seething Lane, E.C.3.
Bouchot-Ludot, Gevrey-Chambertin	Canney & Roughton, Ltd., 14, Harp Lane, Great Tower Street, E.C.3.
J. Calvet & Co., Beaune	Brooks, Bodle & Co., 36, Mincing Lane, E.C.3.
Chanson, Père & Fils, Beaune	Martin Bird, Hallowes & Co., 16, Water Lane, E.C.3.
De Beuverand & de Poligny, Chassagne-Montrachet	Percy Fox & Co., 41, Crutched Friars, E.C.3.

BURGUNDY—(*continued*)

Shippers.	London House or Agents.
P. de Marcilly Frères, Beaune	Osborne, O'Donnell & Co., 62/63, Mark Lane, E.C.3.
Geisweiler & Fils, Nuits St. Georges	Fickus, Courtenay & Co., Ltd., 36, Sackville Street, Piccadilly, W.1.
Guichard - Potheret & Fils, Chalon sur Saône.	Gonzalez, Byass & Co., Ltd., 74, Great Tower Street, E.C.3.
Jouard Père & Fils, Santenay	Louis Maignen & Co., 3, Cross Lane, Eastcheap, E.C.3.
Louis Latour, Beaune	Dent, Urwick & Yeatman, 34, Great Tower Street, E.C.3.
Liger-Belair & Fils, Nuits St. Georges	H. Parrot & Co., 41, Mincing Lane, E.C.3.
Lupé-Cholet & Cie, Nuits St. Georges	Cock, Russell & Co., 36, Great Tower Street, E.C.3.
Maire & Fils, Beaune	Barnett-Smith & Co., 33, Great Tower Street, E.C.3.
Albert Morot, Beaune	De Ville & Co., 40, Pall Mall, S.W.1.
Pierre Ponnelle, Beaune	Cunliffe, Dobson & Co., 20, Harp Lane, Great Tower Street, E.C.3.
Poulet Père et Fils, Beaune	John Allnutt & Co., Ltd., 6, York Buildings, W.C.2.
Jules Regnier & Co., Ltd., Dijon	Reid, Pye, Campbell & Hall, 25, Mark Lane, E.C.3.
Vercherre & Co., Beaune and Tain ("Hermitage.")	F. Guibert & Co., Ltd., 77, Endell Street, W.C.2.

CHAMPAGNE

Shippers.	Brands.	London House or Agents.
Ayala & Co., Ay ..	" Ayala " ..	Trower & Sons, 38, Eastcheap, E.C.3.
Veuve Binet, Fils & Cie, Reims	" Binet " ..	Rutherford & Co., 5, Water Lane, Great Tower Street, E.C.3.
J. Bollinger, Ay ..	" Bollinger "	Mentzendorff & Co., 6, Idol Lane, E.C.3.
Chandon & Cie, Epernay	" Moet et Chandon."	Simon Bros. & Co., Ltd., 15, Northumberland Avenue, W.C.2.
De La Morinerie-Delbeck & Co., Reims	" Delbeck "	Morgan, Furze & Co., 81, Cannon Street, E.C.4.
Duminy & Co., Ay	" Duminy "	Fickus, Courtenay & Co., Ltd., 36, Sackville Street, W.1.
André Givelet & Co.	" St. Marceaux."	Constant Mertens & Co., 9, Charing Cross Road, W.C.2.
Vve. George Goulet & Co., Reims	" George Goulet."	Brown, Gore & Co., 40, Trinity Square, E.C.3.
Heidsieck & Co., Reims (Walbaum, Goulden & Co., Successors.)	" Heidsieck, Dry Monopole."	Martin Bird, Hallowes & Co., 16, Water Lane, Great Tower Street, E.C.3.
Charles Heidsieck, Reims	" Charles Heidsieck."	Gonzalez, Byass & Co., 74, Great Tower Street, E.C.3.
Ernest Irroy & Co., Reims	" Irroy " ..	W. E. Smith & Co., 41/42, King William Street, E.C.3.
Krug & Co., Reims	" Krug " ..	Reid, Pye, Campbell & Hall, 25, Mark Lane, E.C.3.
Kunkelmann & Cie, Reims	" Piper Heidsieck."	F. G. Rubeck & Co., 59, Mark Lane, E.C.
Lallier, Van Cassell & Cie, Ay	" Deutz & Geldermann."	J. R. Parkington & Co., 27, Mincing Lane, E.C.3.

CHAMPAGNE—(*continued*)

Shippers.	Brands.	London House or Agents.
Lanson Père & Fils, Reims	"Lanson"	Percy Fox & Co., 41, Crutched Friars, E.C.3.
Alfred de Montebello & Co., Mareuil sur Ay	"Montebello."	Wm. Finke & Co., 27, Clement's Lane, E.C.4.
L. Olry-Roederer, Reims	"Louis Roederer."	Cunningham, Riviere & Newman, 7, The Crescent, Minories, E.C.3.
Perrier-Jouet & Co., Epernay	"Perrier-Jouet."	A. Boursot & Co., 26, King Street, St. James's, S.W.1.
Pol Roger & Co., Epernay	"Pol Roger."	Kennedy, Reuss & Co., 9, The Crescent, Minories, E.C.3.
Lse, Pommery, Fils & Cie, Reims	"Pommery et Greno."	Pommery & Greno, Ltd., 24, Mark Lane, E.C.3.
Ruinart Père & Fils, Reims	"Ruinart Père et Fils."	Hall & Gray, 16, Water Lane, Great Tower Street, E.C.3.
Société Vinicole de Champagne, Reims	"G. H. Mumm."	De Ville & Co., 40, Pall Mall, S.W.1.
Werlé & Cie, Reims	"Veuve Clicquot."	H. Parrot & Co., 41, Mincing Lane, E.C.3.

CHIANTI

Brega & Rossi Ltd. ..	1/3, Stephen Street, Tottenham Court Road, W.1.
V. Canova & Co. ..	20, Piccadilly, W.1.
Egidio Vitali Ltd. ..	East Paul's Wharf, 26, Upper Thames Street, E.C.4.

MADEIRA

Shippers.	London House or Agents.
Blandy, Brothers & Co., Funchal	Blandy, Bros. & Co., 16, Mark Lane, E.C.3.
Cossart, Gordon, & Co., Funchal	Cossart, Gordon & Co., Ltd., 75, Mark Lane, E.C.3.
Rutherford & Miles, Madeira	Rutherford & Co., 5, Water Lane, Great Tower Street, E.C.3.

MALAGA

José Guerrero Bueno, Malaga	Coverdale & Co., 5, Mark Lane, E.C.3.
Scholtz Hermanos & Co., Malaga	Cock, Russell & Co., 36, Great Tower Street, E.C.3.
Adolfo Pries & Co., Malaga	L. Guggenheim, 21, Mincing Lane, E.C.3.

MARSALA

Ingham, Whitaker & Co., Palermo	Ingham, Whitaker & Co., 16, Water Lane, Great Tower Street, E.C.3.
Woodhouse & Co., Marsala	Woodhouse & Co., 3, Cross Lane, Great Tower Street, E.C.3.

PORT

Shippers.	London Addresses.
Butler, Nephew & Co...	61, Crutched Friars, E.C.3.
Clode & Baker (Shippers of Gould, Campbell.)	66, Mark Lane, E.C.3.
Cockburn, Smithes & Co.	60, Mark Lane, E.C.3.
Companhia Agricola e Commercial (Shippers of "Ferreira.")	36, Great Tower Street, E.C.3.

PORT—(*continued*)

Shippers.	London Addresses.
Croft & Co.	43, Great Tower Street, E.C.3.
Delaforce, Sons & Co. ..	16, Water Lane, E.C.3.
Feuerheerd Bros. & Co., Ltd.	47, Mark Lane, E.C.3.
Gonzalez, Byass & Co. (Shippers of " Quinta de Roriz.")	74, Great Tower Street, E.C.3.
W. & J. Graham & Co.	25, Mark Lane, E.C.3.
Guimaraens & Co. (Shippers of " Fonseca.")	8, The Crescent, Minories, E.C.3.
Hunt, Roope & Co. (Shippers of " Tuke's.")	3/4, Water Lane, E.C.3.
Kingston & Sons ..	20, Harp Lane, E.C.3.
C. N. Kopke & Co. ..	2, Rangoon Street, E.C.3.
Mackenzie & Co. ..	20, Eastcheap, E.C.3.
Martinez, Gassiot & Co., Ltd.	15, Harp Lane, E.C.3.
Morgan Bros. (Shippers of " Dixon's Ports.")	16, Mark Lane, E.C.3.
Offley, Forrester, Ltd...	Corn Exchange Chambers, Seething Lane, E.C.3.
Robertson, Brothers & Co. (Shippers of " Rebello Valente.")	98, Great Tower Street, E.C.3.
Geo. G. Sandeman, Sons & Co., Ltd.	20, St. Swithin's Lane, E.C.3.
Silva & Cosens (Shippers of " Dow's Ports.")	14, Water Lane, E.C.3.
Smith, Woodhouse & Co.	33, Mark Lane, E.C.3.
Stormonth Tait & Co...	5/6 Hart Street, E.C.3.
Taylor, Fladgate & Yeatman	34, Great Tower Street, E.C.3.
Van Zellers & Co. ..	62/63, Crutched Friars, E.C.3.
Warre & Co.	38, Mincing Lane, E.C.3.

SHERRY

Shippers.	London House or Agents.
Pedro Domecq y Cia., Jerez	Luis Gordon, 43/45, Great Tower Street, E.C.3.
Duff, Gordon & Co., Port St. Mary's	Osborne, O'Donnell & Co., 62/63, Mark Lane, E.C.3.
S. A. Sucesores de Garvey, Jerez	H. H. Roose & Co., 33, Mark Lane, E.C.3.
Gonzalez, Byass & Co., Ltd., Jerez	Gonzalez, Byass & Co., Ltd., 74, Great Tower Street, E.C.3.
Guimaraens & Co., Jerez	M. P. Guimaraens & Son, 8, The Crescent, Minories, E.C.3.
R. C. Ivison, Jerez ..	W. & J. Welch, 10, Corn Exchange Chambers, Seething Lane, E.C.3.
Martinez, Gassiot & Co., Ltd., Port St. Mary's	Martinez, Gassiot & Co., Ltd., 15, Harp Lane, E.C.3.
Marques del Merito, Jerez	Trower & Sons, 38, Eastcheap, E.C.3.
Manuel Misa, Jerez ..	M. Misa, 40, Trinity Square, E.C.3.
José Pemartin & Co., Jerez	H. M. Reid, 45, Great Tower Street, E.C.3.
José Ramirez & Co., Jerez	José Ramirez & Co., 2, St. Dunstan's Hill, E.C.3.
A. R. Ruiz y Hermanos, Jerez	Ruiz y Hermanos, 9, London Street, E.C.3.
Sandeman, Buck & Co., Jerez	G. G. Sandeman, Sons & Co., Ltd., 20, St. Swithin's Lane, E.C.3.
Williams & Humbert, Jerez	Williams & Humbert, 38, Mincing Lane, E.C.3.
Wisdom & Warter, Ltd., Jerez	Merritt, Huthwaite & Co., 47, Mark Lane, E.C.3.

CHAPTER XX

WINE MERCHANTS AND CATERERS

SHIPPERS are responsible either for the actual production of the wines they ship or for securing suitable supplies of wine from the growers and looking after it until it is fit to be shipped. But Shippers, with but very few exceptions, do not sell any wine to the consumers, who must buy the wine they want either from wine merchants, or from caterers.

Wine Merchants

Wine merchants may be divided into two classes: wholesalers and retailers.

Strictly speaking, a wine merchant may call himself a wholesaler who pays for a wholesale wine license, but, as a matter of fact, the wholesale firm is the firm selling wine to retailers and not to the public.

There was a time when Shippers sold their wine to wholesale wine merchants and practically to nobody else, when wine was cheaper and the rates of duty lower than they are at present. In those days, the wholesale dealer would buy large parcels of wine, sometimes whole cuvées, from the shippers and distribute the wine bought thus among a large number of retailers and at a very small profit. Those days are passing: the wholesaler has suffered more than anybody interested in the sale of wine from :—

(*a*) Excessive taxation, which has deprived him of the means indispensable to the purchase of large stocks of wine ;

(*b*) Excessive spirit duties, which have obliged him to lock up much more capital in duty payments ;

(*c*) Increased cost of living, meaning an increase of salaries and all overhead expenses, making it impossible to transact business now at the same narrow margin of profit as formerly.

(*d*) Increased competition among Shippers, who, having lost the American, Russian, German, Austrian and Balkan markets, are all trying to sell their wines in England and are prepared to supply practically all caterers and retailers.

Hence, many wholesalers have, in self-defence, taken over or come to some agreement with retailers through whom they supply wine to the public in practically the same way as brewers supply beer to the public through their tied houses.

Retailers sell to the public the wine which they buy in the cheapest market, if they are free, and if they are not, from the wholesaler by whom they are financed.

Retailers may be divided into two distinct classes : wine merchants and wine dealers.

Wine merchants may be in a large or in a small way of business ; in big cities or small towns ; old-established or otherwise ; successful or the reverse ; but all bear the same hall mark by which they may be known : they understand Wine, and they sell Wine.

Wine dealers, on the contrary, do not understand wine, and they sell labels : they understand also human nature, and the art of drafting alluring circulars.

They buy good wine by accident and bad wine through ignorance. They sell good wine unknowingly and bad wine unblushingly. They may be perfectly honest and well-meaning, but they can never hope to be good wine merchants and true, such as I sincerely trust you may all become one day.

The real wine merchant understands wine and loves wine: he buys none but good wines, and he sells better wines than he buys; he takes care of his wines, and also takes a just pride in his trade; he is a public benefactor; he charges a profit on the wine which he sells, but he charges no fee for the invaluable advice he gives his client, although, in many instances, such advice may save his client not only money, but that which is far more precious than money, viz., health.

Wine merchants should deal with Shippers whom they can trust, but they should also trust their own judgment. Shippers have wines to sell every year, and every year is not a good year; but merchants are not obliged to buy wine every year, or, at any rate, they are not obliged to buy wine of every vintage.

Even the most trustworthy of Shippers cannot be expected to go among wine merchants crying "stinking fish," and merchants should make it a practice to go abroad every year at the vintage time or soon after, if possible, and gather for themselves first-hand information, which will help them considerably to make up their mind later on. This applies more particularly to Bordeaux, because of the large yield of the vineyards of the Gironde, and still more on account of their almost infinite variety, which makes Bordeaux the best school of all, and one through which every wine merchant should pass at some time or other.

Caterers

Wine is sold not only in the gilded halls of the more fashionable hotels and restaurants, but in some of the wayside country inns and East End gin-palaces. Wine is sold also by caterers at race meetings and night clubs, in railway dining-cars and on board passenger steamers, at balls, wedding receptions and all sorts of other social functions. Railway and steamship companies, large hotels, syndicates and catering contractors can afford to place their Wine Department in charge of an expert or experts responsible for the selection, purchase, and proper care of the wines likely to be wanted by the class of public for whom they cater. But in the great majority of cases, the proprietor or manager of some hotel or restaurant, be it large or small, in town or country, has to look after practically everything, from wine to drains. In almost every instance the manager or proprietor, who has to know something about everything, knows nothing about wine: sometimes he realises it and sometimes he does not. If he does, he usually makes some arrangement with a distiller, a brewer or a wholesale wine merchant, and leaves to him the selection and sole supply of his wines: it may or may not be a success; it all depends upon the knowledge, the stocks and the honesty of the supplier chosen.

The proprietor or manager who does not realise how little he knows about wine is in a far worse plight: he is bound to fall sooner or later a prey to the glib-tongued, unscrupulous tout or dealer who will tell him marvellous fairy tales, show him magnificent wines with beautiful labels, reprint his wine list for him free of cost, take off his hands anything that is worth

something and replace it with wines of his own which are worth much less.

The task of the caterer is even more difficult than that of the wine merchant ; he must understand wine : how and when to buy it, how and when to ship it, how and when to bottle it, how long to keep it, and when to sell it, just like any wine merchant ; but he has also to gauge the taste of the public in general and of his own customers in particular ; he may have to cater for a certain class of people who support the public bar of his hotel, and for an entirely different class of patrons who dine in the restaurant of the same hotel ; he may have to supply certain brands or types of wine which he does not like simply to gratify the whim of one good customer ; he has to do more than supply the best wines possible for the price : he has to please everybody and, wonderful to relate, some have been known to succeed.

Simply as an illustration of what I would personally consider suitable Wine Lists for different types of hotels, I will give you two selections of my own, lettered " A " and " B." " A " might be the Wine List of a first class hotel with a rich cosmopolitan clientele and " B " might be the Wine List of a wayside hostelry on a main road much used by motorists.

WINE LIST " A "

Sherry

	Glass.	Bottle.
(1) Fine Old Pale, dry	1/–	7/6
(2) Amontillado	1/3	10/–
(3) Vino de Pasto	1/3	10/–
(4) Oloroso	1/6	12/–
(5) East India Brown, very old and fine		15/–

			Bottle.
	Madeira		
(6)	Sercial		10/–
(7)	Bual		14/–
	Marsala		
(8)	Fine old		8/–

WHITE WINES

FRENCH WHITE WINES

	Sauternes			
(9)	Barsac			6/–
(10)	Château Filhot	1914		12/6
(11)	Château La Tour Blanche	1913		20/–
(12)	Château Yquem	1900		30/–
	Graves			
(13)	Graves			5/–
(14)	Graves Supérieur			7/6
(15)	Château X			10/6
(16)	Château V.Z.			12/6
	Burgundy			
(17)	Pouilly			6/–
(18)	Meursault			7/6
(19)	Chablis			8/–
(20)	Chablis La Moutonne	1915		12/–
(21)	Montrachet	1911		20/–
	Alsace			
(22)	Clos Ste Odile			8/–
	Vouvray			
(23)	Vouvray Supérieur			8/–

GERMAN WHITE WINES

	Hocks			
(24)	Nierstein			6/–
(25)	Liebfraumilch			8/–
(26)	Rudesheimer	1917		8/–
(27)	Rauenthal Berg	1915		10/–
(28)	Johannisberg Riesling	1900		20/–
(29)	Steinberg Cabinet	1893		50/–

			Bottle.
	MOSELLE		
(31)	Zeltinger		6/–
(31)	Brauneberger		8/–
(32)	Wiltinger Kupp	1917	10/–
(33)	Scharzhofberg	1915	15/–
(34)	Berncasteler Doctor	1918	20/–
	OTHER WHITE WINES		
	ITALIAN WINES		
(35)	Capri		8/–
(36)	Lacrima Cristi		10/–
	SWISS WINES		
(37)	Valais		8/–
	EMPIRE WINES		
(38)	Australian		7/6
(39)	Cape		7/6
	RED WINES		
	CLARETS		
	MEDOC		
(40)	St. Julien		5/–
(41)	St. Estephe		5/–
(42)	Château Le Tertre	1917	6/–
(43)	Château Pontet Canet	1917	7/6
(44)	Château Rauzan Ségla	1912	10/–
(45)	Château Leoville Barton	1909	12/–
(46)	Château Lafite	1900	20/–
(47)	Château Margaux	1899	25/–
(48)	Château Latour	1875	40/–
	GRAVES		
(49)	Léognan		6/–
(50)	Domaine de Chevalier	1917	10/–
(51)	Château La Mission, Haut Brion	1912	15/–
(52)	Château Pape Clément	1900	20/–
(53)	Château Haut Brion	1871	50/–
	ST. EMILION		
(54)	Pomerol		6/–
(55)	Château Coutet	1917	6/–
(56)	Château L'Evangile	1912	10/–
(57)	Château Cheval Blanc	1905	15/–
(58)	Château Ausone	1900	30/–

BURGUNDY

		Bottle.
(59) Mercurey		6/–
(60) Pommard		8/–
(61) Volnay		10/–
(62) Nuits St. George	1915	15/–
(63) Richebourg	1911	18/–
(64) Clos de Vougeot	1906	25/–
(65) Romanée Conti	1895	40/–
(66) Chambertin	1874	50/–

ITALIAN RED WINES

(67) Chianti	6/–
(68) Chianti Supérieur	8/–
(69) Borolo	8/–

CHAMPAGNE

(70/119) About twenty of the most popular brands with an average of two or three wines per brand, viz.: 50 bins in all.

OTHER SPARKLING WINES.

(120/123) Four other brands.

PORT

(124/127) Four tawny Ports from 7/6 to 15/– per bottle.
(128/145) Eighteen Vintage Ports from 12/– to 40/–.

WINE LIST "B"

(1/2) Sherry, one dry, one rich.
(3/4) Madeira, one dry, one rich.
(5/7) Australian wines, two red, one white.
(8/9) Italian Wines, one red, one white.
(10/12) French White Wines, one Graves, one Sauterne, one Chablis.
(13/15) Claret, three wines, one at 5/–, one at 7/6, and one at 12/6 per bottle.
(16/18) Burgundy, three wines, one at 8/–, one at 10/–, and one at 15/– per bottle.
(19/24) Champagne, six popular brands.
(25/27) Other sparkling wines, three popular brands.
(28/33) Port, two tawny, one Ruby, four Vintage Wines.

APPENDIX A

FERMENTATION

I. Grape-juice

Fermentation consists in a series of complex chemical changes, the most important of which causes the transformation of grape-sugar into ethyl alcohol and carbonic acid gas, a transformation which is rendered possible chiefly by the accelerating or catalyctic action of the fermenting enzyme known as Zymase. But grape-juice is not a mixture of water and grape-sugar with saccharomycetes in it. It is very complex, and there are in it other enzymes besides Zymase. There are other chemical reactions taking place at the same time as those which are responsible for the presence of ethyl alcohol in wine, and these different reactions depend, in the first place, upon the chemical composition of the must, and the presence of certain enzymes—and, in the second place, upon external conditions existing at the time.

Climatic conditions are beyond the control of man. The soil of the vineyards may be improved to a certain extent by drainage and fertilizers, but its chief characteristics remain unaltered. Species of grapes may be judiciously selected and grafted. Grapes may be carefully picked and they may be pressed by different methods, but the last stage, the fermenting of grape-juice into wine, which is so important, may be controlled by the art of man more than any of the other factors which are responsible for the making of wine.

Different processes of fermentation are suited to the different chemical composition of different "musts," and aim at securing different types of wine.

On the whole, it may be said that the process of fermentation, which is an absolutely natural phenomenon, might be left to transform grape-juice into wine without any interference from man, except in the case of sparkling, fortified, or other such wines. This is true, but like all truths, it is true only up to a point. Grass grows in the fields quite naturally, even in wet fields, but, if no one attends to ditching and hedging, moss may some day grow quite naturally where

clover used to grow. Wine left too long to ferment upon its husks will draw colour from the skins if they be those of black grapes, but it will also draw from the pips, stalks or the small pedoncules, more acidity and tannin and more of the unsuitable acids which may prove objectionable later.

Alcoholic Fermentation

Let us measure a gallon of grape-juice and weigh the quantity of grape-sugar it contains. Say that we find 32 oz. of grape-sugar present. Then let us look for our 32 oz. of sugar after the same grape-juice shall have finished fermenting. We shall not find any sugar but, in its place, we shall find about 17 oz. of ethyl alcohol. What has happened? This. Each molecule of grape-sugar, representing 180 by weight, has been split up by fermentation into two molecules of ethyl alcohol (each 46 by weight) and two molecules of carbon dioxide (each 44 by weight). The carbon dioxide has lost itself in the air and the ethyl alcohol has remained in the wine—hence a gallon of wine will be lighter than a gallon of grape-juice, the difference being that of the weight of the escaped carbonic acid gas. At the same time, 17 oz. of ethyl alcohol take up the same space as 32 oz. of grape-sugar, so that we shall have a gallon of wine in place of a gallon of grape-juice, the bulk of our wine being practically the same as the bulk of the grape-juice, although its weight will be slightly less.

We could, therefore, describe alcoholic fermentation by means of the following simple formula :—

$C_6H_{12}O_6$	=	$2C_2H_6O$	+	$2CO_2$
(Grape-sugar)	=	(Alcohol)	+	(Carbon dioxide)

Remembering that the atomic weight of carbon, hydrogen and oxygen are respectively : C = 12 ; H = 1 ; O = 16 ; one molecule of grape-sugar, two of ethyl alcohol and two of carbon dioxide will represent :—

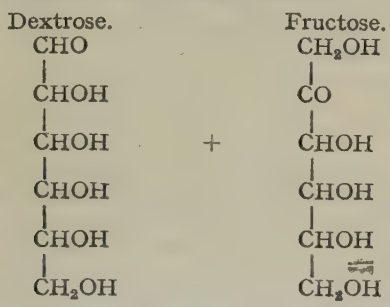
(Grape-sugar).					(Alcohol).				
C_6	= 12	×	6	= 72	C_4	= 12	×	4	= 48
H_{12}	= 1	×	12	= 12	H_{12}	= 1	×	12	= 12
O_6	= 16	×	6	= 96	O_2	= 16	×	2	= 32
				180					92

(Carbon dioxide).

C_2	= 12	×	2	= 24
O_4	= 16	×	4	= 64
				88

Alcoholic fermentation is therefore a molecular re-adjustment of the carbon, hydrogen and oxygen of grape-sugar. In theory, it seems quite simple—in practice it is very complicated.

To begin with, grape-sugar is not a compact entity made up of six atoms of carbon, twelve of hydrogen and six of oxygen. On balance, there is that number of atoms to be found in one molecule of grape-sugar, but they are arranged in distinct groups in the following manner :—



There are 6 atoms of carbon, 12 of hydrogen, and 6 of oxygen in their grouping ; they are knit together in a strictly orderly manner, until the saccharomycetes give the signal, by a loud rap on the piano, for a wild game of musical chairs. Then all is confusion, order is destroyed, there is a rush, hot pursuit, until, all of a sudden, the music ceases, and order reigns once more. Some have lost their seats, others have changed seats and have new neighbours. Of course, if there is no air in the room there cannot be any game. This is a very rough and unscientific simile, but it may serve to convey to your minds the main idea of alcoholic fermentation ; it necessitates some one at the piano, i.e. an enzyme ; it begins and ends with order, but the intervening period is very confused, and it is during this confusion that all sorts of things happen. There is a loss incurred in the process, and, above all, oxygen, i.e. fresh air, is wanted all the time.

Although Zymase, the fermenting enzyme, is necessary to the process of alcoholic fermentation, it does not take any active part in the game which it sets going. Its chemical composition is such that it acts as a catalyst, that is to say a remover of hindrance or an accelerator of reactions. It does so without taking anything away or giving up any of its own substance.

Temperature and Fermentation

A suitable temperature for the immediate growth of the saccharomycetes is of great importance, since their enzyme "Zymase" is indispensable to alcoholic fermentation. But wine is not merely grape-juice with its grape-sugar changed into alcohol and carbon dioxide: in grape-juice there are many other substances besides grape-sugar, and they cannot be expected to remain unaffected by the internal revolution which destroys the chemical structure of grape-sugar and rebuilds with the same materials, ethyl alcohol and carbon dioxide. This revolution is the work of alcoholic fermentation, but other fermentations take place at the same time, other vegetable substances which were in grape-juice are altered, increased, reduced or may entirely disappear, in ways which differ according to the different enzymes and other catalysts present, as well as according to differences of temperature affecting not only the rate of molecular exchanges, but also the degree of solubility of certain acids.

Temperature is an important factor in fermentation because of the influence it exercises upon the rate of molecular exchanges and upon the solubility of various acids. Grape-juice is so complex, it contains such a large number of various compounds, that any and every variation of temperature is liable to affect some chemical reaction upon which may depend, at a later date, some characteristic of the wine.

To sum up, let it suffice to say that the process known as fermentation is one which consists mainly in the splitting up of each molecule of grape-sugar present in grape-juice into two molecules of carbon dioxide. But let it be remembered (1) that there are other fermentable substances in grape-juice besides grape-sugar; (2) that, besides Zymase, there are other enzymes as well as other catalysts which render possible subsidiary fermentations which take place concurrently or subsequently, and are responsible for the presence, in wine, of compounds which did not exist in grape-juice.

II. Wine

Grape-juice is a very complex aqueous solution. Besides water and grape-sugar, it contains acids and other substances, most of them in very small quantities, either of a vegetable or of a mineral origin.

Wine is a still more complex aqueous solution; besides water and ethyl alcohol, it contains glycerine, acids and many substances in minute quantities, some of which were present

in grape-juice in a different form or proportion and others which never were in grape-juice.

Water and ethyl alcohol form generally about 97 per cent. of the volume of wine, but the remaining 3 per cent. are made up of very small quantities of a large variety of substances which vary and give to different wines the distinctive colour, taste and bouquet which are mainly responsible for the charm or lack of charm of individual specimens of wine.

These substances may be divided into two main groups, one to include all those which were originally present in grape-juice and the other all those which were not.

1.—*Substances, other than water, which are the same in must and wine.*

Grape-sugar.
Saccharomycetes.
Acids.
Cellulose.
Essential oils, mucilage, etc.

2.—*Substances other than ethyl alcohol, present in wine, but not in must.*

Glycerine.
Various acids.
Alcohols, other than ethyl alcohol.
Esters and aldehydes.
Sundry other substances.

1.—Substances, other than Water, which are the same in Must and Wine

(*a*) Grape-Sugar

The proportion of grape-sugar which remains in wine after fermentation depends, in the first place, upon the proportion of grape-sugar present in the must and, in the second, upon the process or method of fermentation resorted to.

In the case of "fortified" or "sweet" wines, whether obtained like Port, by the addition of brandy during fermentation, or, like Sauternes, from over-ripe grapes, the sweeter the must, the sweeter the wine. But, in the case of beverage wines, such as Claret, it is often the reverse.

(*b*) Saccharomycetes

Although Saccharomycetes are microscopic fungi, there are millions of them, and they do not escape in air like carbon dioxide. They remain in suspension in the wine until the end of fermentation or until the proportion of alcohol is such that it arrests their growth. They are so fine and so light

that they are neither swept down by finings nor do they fall to the bottom of the cask by their own weight; many are carried down into the lees by the microscopic crystals of cream of tartar to which they adhere, many more lose their identity altogether by reason of the chemical splitting up of their cells, and some remain in the wine for all time.

There are, of course, a very large variety of Saccharomycetes and allied members of the vast tribe of yeasts, bacteria and moulds.

A form of yeast-fungi which is not unusual in wines is the Mycoderma Vini, or "Flowers of wine." These micro-organisms multiply very rapidly at the surface of wine and remain on the surface in giant colonies, all holding together, and forming a film which can be so complete as to prevent the outside air having any access to the wine. There are quite a number of different species of film-forming microscopic fungi, all of which require much oxygen to grow and all of which grow with astonishing rapidity.

(*c*) Acids

Generally speaking, the acids which disappear wholly or partly during fermentation are those which are soluble in water and not in alcohol, whilst acids which appear in much larger proportions in wine than in must are those which are formed by the oxidation of ethyl alcohol.

Let us take but one example of each class, i.e. tartaric acid and acetic acid.

Tartaric acid is the principal acid in grape-juice. It forms a white crystalline salt which is potassium hydrogen tartrate, commonly known as cream of tartar. Cream of tartar is soluble in water but not in alcohol, and a good deal of the cream of tartar in solution in grape-juice becomes solidified in the shape of fine crystals in the presence of the alcohol of wine; in that form, it is heavier than wine, settles in the lees and is left behind when the wine is racked. Cream of tartar is also more soluble in a warm than in a cold aqueous solution, so that if the new wine be kept in a cold cellar, the lower temperature together with the alcohol present will help render a greater proportion of cream of tartar insoluble, thus depriving the wine, after racking, of much acidity present in the must.

An acid must does not necessarily ferment into an acid wine. Acidity in must is of great benefit because is assists the normal growth of yeasts and checks the development of bacteria, so that it is favourable to alcoholic fermentation.

If as well as acidity there is a fair proportion of grape-sugar in the must, this sugar will ferment and be replaced by a fair proportion of alcohol which, in its turn, will cause the crystallisation of a further proportion of cream of tartar, hitherto in solution. In other words, the more sugar in the must means the more alcohol in the wine and the less cream of tartar. The proof of this is easy to make in Burgundy where Pinot grapes must and Gamay grapes must from the same district may be compared: the first contains more acidity and more sugar than the second, but when both have become wine, the first contains more alcohol and less acidity than the second.

Acetic acid in wine is due to the oxidation of ethyl alcohol, one atom of oxygen replacing two of hydrogen, thus :—

Ethyl Alcohol = CH_3CH_2OH
Acetic Acid = $CH_3CO\,OH$

The more alcohol there is in a wine and the less oxygen has access to it the smaller will be the quantity of acetic acid formed. This replacement of two hydrogen atoms by one of oxygen is rendered possible by the presence of an enzyme secreted by the Schitzomycetes, and they cannot grow without a free supply of oxygen from the air. Hence when " flowers of wine " or other film forming mycoderma cover the surface of wine and prevent all contact with the outside air, no more acetic acid can be formed. On the other hand, wine of a low alcoholic strength kept in a fairly warm place and in contact with the air will soon become vinegar, practically the whole of its ethyl alcohol being changed into acetic acid. Of course, this should be avoided, and it can be avoided with a little care. At the same time, normal and sound wine is seldom free from acetic acid when new and, with time, this acetic acid dissolves certain mineral salts in wine, forming various acetates which are partly responsible for the flavour and bouquet of wine.

(*d*) Cellulose

Cellulose is a danger in wine because it may fall a prey to certain bacteria which cause its decomposition into fatty acids and carbonic acid gas, the former being particularly objectionable. Decomposed or " fermented " cellulose in red wine is the cause of an extremely light viscous sediment which it is almost impossible to keep out of the decanter and which spoils not only the look but the taste of the wine.

2.—Substances, other than Ethyl Alcohol, Present in Wine but not in Must

These substances are numerous and they vary according to the chemical composition of the must, the various enzymes or catalysts present, and the rate and mode of fermentation. They consist chiefly of glycerine and other alcohols, various acids, esters and aldehydes.

(*a*) Glycerine

Most of the sugar in grape-juice is transformed by fermentation into ethyl alcohol and carbon dioxide, but not the whole of it. Pasteur's experiments, which more recent researches have completely confirmed, showed that alcoholic fermentation could not use up more than 95 per cent. of the sugar present in grape-juice in the proportion of about 48 per cent. ethyl alcohol and 47 carbon dioxide. The remaining 5 per cent. of sugar are used up in other ways; a small quantity being used by saccharomycetes themselves by way of food or means of cellular development; a small percentage being decomposed into minute quantities of various volatile acids, and the greater proportion being used up in the production of glycerine.

(*b*) Other Alcohols

Besides glycerine which, after and a long way behind ethyl alcohol, is the most important by-product of vinous fermentation, there are other alcohols in wine. Such are propyl and butyl alcohols, practically in all cases, and amyl alcohol sometimes. Although these and other alcohols are present in normal wines only in minute quantities, they have, like all alcohols, the property of forming esters with acids, and they play quite an important part, compared to their volume, in the formation of the bouquet or aroma of wine.

(*c*) Acids

Some of the acidity in the must, particularly in the shape of cream of tartar, disappears during fermentation, but on the other hand, there are some acids which were not in the must and which are normally present in the wine as by-products of fermentation.

First among these is succinic acid, which is the principal cause of the "winy" flavour of wine, its "saveur"; the proportion of succinic acid in a wine, according to Pasteur, is 0·61 per cent. of the grape-sugar in the must.

A very small quantity of grape-sugar is also transformed, during fermentation, into acetic acid, proprionic acid and traces of valerianic acid. These acids are present in very small quantities and they do not affect the taste of wine, but they are responsible to a certain extent for its bouquet; the esters, which give to a wine its bouquet, being formed by alcohols at the expense of acids. Normal wine, that is wine which is sound and suitably fermented, contains always a little acetic acid, but it is only very little. When acetic acid is present in wine in a noticeable amount, it is not the result of the decomposition of grape-sugar, but the oxidation of ethyl alcohol; it is a sure sign that the wine is not absolutely sound, that it will soon be vinegar, and no longer wine, if the progress of acetification is not promptly checked.

The variety of volatile and non-volatile acids in wine, which differ from those of the must, is very great, and Prior's researches have proved that the differences existing in the acids of different wines were due to the differences existing in the species of saccharomycetes and other micro-organisms present in the must or introduced in the wine at a later date. In every case those acids are present only in minute quantities, sometimes there are but traces of each, but the importance of the part they play upon the degree of excellence of a wine is out of all proportion to their volume.

(*d*) Aldehydes

Aldehydes are always present in wine. They may be regarded as by-products of alcoholic fermentation and as intermediary organic compound between alcohols and acids. They must eventually become either acids by the action of oxidizing agents, or else alcohols, by the intervention of reducing agents.

(*e*) Esters

The ethyl formates, acetates, proprionates, butyrates, lactates and other such esters are due to reactions between alcohols and acetic acid, propriontic acid, butyric acid, lactic acid, etc. They are volatile and give to wines their distinctive aroma.

APPENDIX B

Alcoholic Strengths

The Customs charge a higher duty upon all wines containing more than 30° of proof spirit, and an additional duty per degree of proof spirit upon all wines containing more than 42° of proof spirit.

The Customs method of gauging the alcoholic strength of wine is not used anywhere else in the world, and it is not very clearly understood by everybody in England.

Abroad, the alcoholic strength of a wine is measured in terms of absolute alcohol compared to either the total weight or total volume of the wine.

1% of proof spirit = 0·46% of absolute alcohol by weight.
1% „ „ „ = 0·57% „ „ „ by volume.

But if you do not want to bother about Proof Spirit which is purely the Customs way of measuring alcoholic contents in wines, and in order to know the difference between alcohol by weight and alcohol by volume, you can reckon that 1 per cent. of alsolute alcohol by weight is equal to 1·24 per cent. of absolute alcohol by volume, so that if a wine contains 10 per cent. of absolute alcohol by weight, it will contain 12·4 per cent. of absolute alcohol by volume, or, 22 degrees per cent. of proof spirit.

Lord D'Abernon's Report on Alcohol gives the following figures of alcoholic strength of wines.

The determination of the said alcoholic strength of wine was made at the Government Laboratory under the direction of Mr. E. Grant Hooper, F.I.C., the Deputy Government Chemist, from samples of several wines purchased haphazard in London from retailers.

	Percentage of Proof Spirit.	Percentage of Absolute Alcohol (by weight).	Percentage of Absolute Alcohol (by volume).
Port	35·3	16·4	20·2
Sherry	29·5	13·7	16·9
Madeira	18·9	13·4	16·5
Champagne	23·6	10·9	13·5
Red Burgundy ..	22·1	10·2	12·6
White Burgundy ..	20·2	9·3	11·6
White Bordeaux ..	19·9	9·1	11·4
Red Bordeaux ..	17·0	7·8	9·7

Alcoholic strengths as measured officially in the United Kingdom, France and the United States of America.

Gay Lussac.	Sykes.	American.	Gay Lussac.	Sykes.	American.	Gay Lussac.	Sykes.	American.
	O.P.	O.P.		O.P.	O.P.		U.P.	U.P.
100	75·08	100	66	15·6	32	33	42·3	34
99	73·3	98	65	13·8	30	32	44·1	36
98	71·6	96	64	12·0	28	31	45·9	38
97	69·8	94	63	10·3	26	30	47·6	40
96	68·1	92	62	8·5	24	29	49·3	42
95	66·4	90	61	6·7	22	28	51·0	44
94	64·7	88	60	5·0	20	27	52·7	46
93	63·0	86	59	3·3	18	26	54·4	48
92	61·3	84	58	1·6	16	25	56·1	50
91	59·5	82	57·1	Proof	14·2	24	57·9	52
90	57·6	80	57	0·2U.P.	14	23	59·7	54
89	55·8	78	56	2·0	12	22	61·5	56
88	54·0	76	55	3·7	10	21	63·3	58
87	52·3	74	54	5·4	8	20	65·1	60
86	50·6	72	53	7·1	6	19	66·8	62
85	48·9	70	52	8·8	4	18	68·6	64
84	47·1	68	51	10·6	2	17	70·3	66

Alcoholic strengths as measured officially in the United Kingdom, France and the United States of America—(*continued.*)

Gay Lussac.	Sykes.	American.	Gay Lussac.	Sykes.	American.	Gay Lussac.	Sykes.	American.
	O.P.	O.P.		O.P.	O.P.		U.P.	U.P.
83	45·4	66	50	12·3	Proof	16	72·1	68
82	43·6	64	49	14·1	2U.P.	15	73·8	70
81	41·8	62	48	15·9	4	14	75·5	72
80	40·1	60	47	17·6	6	13	77·2	74
79	38·3	58	46	19·4	8	12	79·0	76
78	36·5	56	45	21·2	10	11	80·8	78
77	34·8	54	44	23·0	12	10	82·5	80
76	33·0	52	43	24·8	14	9	84·3	82
75	31·3	50	42	26·5	16	8	86·0	84
74	29·6	48	41	28·3	18	7	87.8	86
73	27·8	46	40	30·0	20	6	89·5	88
72	26·0	44	39	31·8	22	5	91·3	90
71	24·2	42	38	33·6	24	4	93·0	92
70	22·5	40	37	35·4	26	3	94·6	94
69	20·8	38	36	37·2	28	2	96·3	96
68	19·0	36	35	38·9	30	1	98·3	98
67	17·3	34	34	40·6	32	0	100·0	100

APPENDIX C

WINE DUTIES AND WINE LICENSES

Duties on Wine

	£	s.	d.
Wines and lees of such Wines : on each gallon, if not exceeding 30 degrees of proof spirit, tested by Sykes' hydrometer	0	2	6
If exceeding 30 degrees and not exceeding 42 degrees	0	6	0
If exceeding 42 degrees, extra for every degree or part of a degree	0	0	6
Sparkling Wines—Imported in bottles, an additional duty per gallon of	0	12	6
Still Wines—Imported in bottles, an additional duty per gallon of	0	2	0
British Empire Wines—If not exceeding 30 degrees of Proof Spirit	0	1	6
If exceeding 30 degrees and not exceeding 42 degrees	0	4	0
Sparkling Wines—Imported in bottles, an additional Duty of	0	8	9
Still Wines—Imported in bottles, an additional Duty of	0	1	0
Exceeding 42 degrees, extra for every degree or part of a degree	0	0	4

Wholesale Dealer's License

	£	s.	d.
License to be taken out annually by a Wholesale Dealer in Wine	10	10	0

A Wholesale Dealer's License authorises sale at any one time to one person of wine in any quantity not less than two

gallons or not less than one dozen reputed quart bottles, but not in any less quantities.

A person holding the License to be taken out by a Wholesale Dealer in Wine may deal wholesale in sweets as well as wine without taking out any further Wholesale Dealer's License.

Where a Wholesale Dealer's License for the sale of any liquor is taken out by a person who is the holder of a license authorising him to sell the same liquor by retail, the Duty payable on the Wholesale Dealer's License shall be reduced by 50 per cent. Provided that this provision shall not operate so as to reduce the total amount payable for the Wholesale Dealer's License and the Retailer's License for any liquor below that payable for the Wholesale Dealer's License alone.

WINE RETAILER'S ON-LICENSE

	Duty.
Annual value of Licensed Premises—	£ s. d.
Under £30	4 10 0
£30 and under £50	6 0 0
£50 and under £100	9 0 0
£100 and over	12 0 0

APPENDIX D

THE CODE OF CUSTOMS AND EXCISE WAREHOUSING REGULATIONS, OPERATIONS IN BOND, ETC.

SUNDRY WAREHOUSE REGULATIONS

64. It is illegal for a proprietor of goods, or a warehouse keeper, by himself, or by any person in his employment, or with his connivance, to open or gain access to a warehouse, except in the presence of an officer acting in the execution of his duty, or to abstract goods from any warehouse.

71. All packages must be so arranged as to allow easy access to them, in order that a correct account may at any time be taken of the goods in warehouse, and any leakage from casks readily discovered. Any proprietor who shall refuse or omit so to arrange and keep them is liable to a penalty of £5.

72. Spirits and wine may be deposited in any part of a warehouse, but, except when bottled and packed in cases, not in the same compartment with other goods.

73. The warehouse-keeper is alone answerable to the owner of any goods deposited in his warehouse for their safe custody, and for their proper delivery. He is also answerable to the Crown for the duties on such goods.

74. The notice on the usual warrant form for removals from one warehouse to another, and for deliveries for home consumption or methylation, is accepted and acted upon as early as practicable, but where the work to be done under a notice to remove for bottling, exportation, or ships' stores, or to perform operations, is of such a character that special assistance in performing it is necessary, the surveyor may require the proprietor of the goods to give such further reasonable notice, not exceeding 24 hours, as may enable him to make suitable arrangements.

REGULATIONS FOR TAKING ACCOUNTS OF GOODS

WINES

88. Casks of 20 gallons content and upwards, the contents and ullages gauged to the gallon; casks when measured to

check a disputed gauge, the ullages only to the half-gallon; casks under 20 gallons content, both contents and ullages gauged to the half-gallon; bottles not measured on importation, viz.:—

Imperial quarts	taken as the	$\frac{1}{4}$	gallon.
Imperial pints	,, ,,	$\frac{1}{8}$	,,
Reputed quarts	,, ,,	$\frac{1}{6}$	,,
Reputed pints	,, ,,	$\frac{1}{12}$	,,

bottles measured singly on importation to the ·005 gallon; bottles measured collectively when bottled in warehouse to the ·005 gallon.

NOTE.—The entire case is, when bottles have been measured, to be charged by the ·01 gallon only.

SAMPLING OF WET GOODS

Wine: From each original cask—one sample of ·1 of a gallon duty free. All subsequent samples (except as provided for in par. 111) are to be charged with duty at rates, viz.:—

Samples of ·1 of a Gallon—

	Full.	*Preferential.*
	s. d.	s. d.
Wine	0 6 each.	0 4 each.

110. If wines have been fortified, or if wines and matured spirits have been vatted or blended before the free samples have been drawn, they may be sampled after the operation to the extent to which they were entitled prior to the operation under paragraph 107, except when the resulting number of casks is less than the original, in which case the number of samples is to be reduced accordingly. Thus, if 50 casks, from 20 of which free samples had been drawn, are vatted and drawn off into 45 casks further free samples from 25 casks only may be allowed.

111. When wines or spirits previously sampled have been vatted or blended, one further free sample only may be taken to represent the entire parcel.

112. No free sample is allowed from wines or spirits imported in bottle; and such bottles as are opened by the officers, for the purpose of examination, are to be returned to their respective cases when done with. When such wines and spirits are sampled by the proprietor, duty must be paid on the samples at their proportionate rate. (*See* paragraphs 106 and 107).

113. When wines or spirits have been bottled in warehouse, one or two bottles may be taken from each parcel as samples on payment of the duty thereon.

114. Before any samples of wines and spirits are drawn, whether from casks or cases, the proprietor must fill up and present a request on the proper form to the officer on the station where the goods are warehoused. This request will be in duplicate, the counterpart being addressed to the warehouse-keeper, and will contain the particulars required for identification of package, and state whether the samples are free or dutiable. The officer will record the transaction in the register opposite the proper package, and sign the document, retaining the request, and giving the counterpart as the authority for sampling.

115. To protect samples from seizure, a label must be put on each bottle by the warehouse-keeper, with the date of sampling, number of cask, year warehoused, and proprietor's name, the officer signing the label.

Deficiencies in Warehouse

156. No allowance is to be made on wines or spirits in bottle; but deficiencies on wines and spirits in cask arising from natural causes may be allowed by the officers to the extent of the following scales :—

Wines in Casks

157.

	Each year or part of a year.
Less than 20 gallons contents	½ gallon.
20 gallons and less than 65 gallons ..	1 „
65 gallons and upwards	2 „

For every succeeding year or part of a year an ordinary allowance of 2 per cent. may be made, but no further special allowance. In cases where the combined ordinary and special allowances do not cover the whole deficiency, provided the excess is not more than five gallons of wine or two proof gallons of spirits, such excess may be written off as additional allowance if due to a definite and unavoidable cause.

158. The ordinary allowance is to cover losses from natural causes, such as absorption and evaporation, in sound casks under ordinary warehouse conditions.

The special and additional allowances are to meet further waste, due to such causes as porous timber, slack hoops, defective staves, or worm holes, and general bad conditions of the warehouse.

160. The allowances are to be computed on the liquid quantity of wines and the proof quantity of spirits warehoused.

161. The allowances are to commence from the date of the deposit of the wines or spirits in warehouse, whether that be

the date of first warehousing or of re-warehousing on removal, or of operation in the case of casks racked or vatted in warehouse.

166. When a chargeable loss is found, duty is to be taken thereon before delivery of the cask, pending the decision of the Board. Should the Board ultimately see fit to remit the duty, an equivalent quantity may be deducted from the next warrant for goods of the same denomination, delivered for consumption, belonging to the same person. Or the claim may be discharged by over-entry certificate.

167. When any deficiency found in a cask is suspected of having been caused wholly or in part by fraudulent abstraction, the matter is to be reported to the Board, and the cask is not to be delivered without their authority.

Deficiencies in Operations

173. Any deficiency occurring in the operation of *bottling* wines or spirits exceeding 2 per cent. on the liquid quantity of the wine or the proof quantity of the spirit removed into the bottling warehouse must be charged with duty, which must be paid as soon as the operation is completed.

174. Any deficiency arising during the operations of *vatting*, *blending*, *racking*, and reducing (spirit) with water, exceeding exceeding 1 per cent. on the liquid quantity of wines, or the proof quantity of spirits, must be charged with duty, which must be paid as soon as the operation is completed. The allowance is calculated on the quantity found on re-examination immediately prior to the operation. No further allowance will be made for any cause, however the operation may be prolonged.

187. Chargeable deficiencies on goods removed to the Isle of Man will be assessed at imperial rates.

188. In the examination of casks of wine on arrival, when the deficiency does not exceed five-tenths, no loss is to be shown, but the despatch quantity is to be accepted. When the loss exceeds five-tenths, the gallon is to be taken as lost, and returned to be charged with duty.

189. Deficiencies, when there is no evidence of abstraction, may be allowed to the following extent, viz., in casks containing less than fifty gallons at proof of spirits, half a proof gallon, and in other casks, 1 per cent. Any loss exceeding these limits is to be charged with duty, except that, when the temperature on receipt is lower than that on delivery for removal, an additional allowance may be made of 0·05 of a gallon per cent. for every degree of difference as shown by

Fahrenheit's thermometer. Great care must be taken to ensure that the temperature on which the allowance is made is that of the spirit in the cask. The above allowances are usually in excess of the natural or legitimate deficiency when casks have been but a short time in transit.

190. In ordinary cases of loss in transit, as distinct from loss due to accident, even when the deficiency may be partially attributable to a slight leakage, if there be no evidence of abstraction, nor suspicion of fraud or improper interference, the allowance may be granted as directed above.

191. No deficiency in transit is to be allowed on cases of wines or spirits in bottle.

Accidents in Transit

197. If it is proved to the satisfaction of the Board that by unavoidable accident, either in course of delivery from warehouse, or during removal under bond, on ship-board, or in shipping or landing, or in course of receipt into warehouse, dutiable goods have been lost or destroyed and not gone into consumption, such goods shall, for revenue purposes, be deemed to have been duly accounted for. In all such cases the whole of the facts must be specifically stated, and the fullest obtainable evidence of the loss and its unavoidable character must be adduced in the application for the remission of duty.

198. If the goods are lost by accident in the course of removal under bond, and not in the presence of an officer, the duty thereon will not be remitted unless (1) the course of the package up to where the accident occurred is satisfactorily traced; (2) the accident is shown to have been unavoidable and to have occurred in the regular course of transit; and (3) immediate notice was given to the nearest Officer of Customs and Excise, and evidence produced to his satisfaction of the injury to the package and of the consequent loss. Credible and detailed evidence, on oath, may be required showing that the package containing the goods has not been tampered with at any stage of the removal, and that no portion of the quantity of goods deficient has been consumed.

Losses by Accident or Leakage in Warehouse

199. If any goods are lost or destroyed by fire or other unavoidable accident, while deposited in a warehouse, the Board may remit the duty. An application should be made for remission of duty.

201. When a leakage is discovered, the proprietor or his

agent is required to repair the cask, or to rack the wines or spirits into another cask. When any loss of spirits or wines from a package lying in a duty-free warehouse is discovered, or any cask is found to be leaking, the distiller or warehouse-keeper should immediately inform the officer in charge of the warehouse in order that the circumstances may be investigated, and, if necessary, an account taken of the quantity remaining in the package. Any failure to give such notice to officers will be taken into consideration by the Board in the event of a claim being subsequently made for remission of duty on wines or spirits alleged to have been lost through leakage or other cause.

Receipt and Deposit of Goods in Bond

202. Before warehousing dutiable goods, a warehousing entry must be passed, in order that an account may be opened in the register of the warehouse for which the goods are entered.

When spirits are warehoused for " exportation only " they will not be tested for obscuration, except at the merchant's request.

Goods warehoused are to be distinguished by the ship's rotation, the weight, or quantity, of each package, and its consecutive number.

216. The warehousing entries for all wines must describe them by their general commercial designation with their rated strength, unless that is unknown, when they may be entered " strength unknown." For wines from Spain the description " Red " or " White " is also to be given, and for wines in bottles the description " still " or " sparkling."

238. The examination at the place of arrival of goods removed under bond for re-warehousing may be dispensed with when the full duty is paid before the expiration of the time allowed the despatch for their production. The account will be entered in the warehouse books in the usual manner.

244. When the consignees of goods removed under bond require to warehouse the same in a different warehouse to that named in the despatch, whether in the same or any other port or place, the Collector at the place to which the goods are first consigned, if he sees no reason to the contrary, may allow the despatch to be transferred to the officer at such warehouse.

246. Goods that have been delivered from warehouse under bond for exportation, or ships' stores, if by any cause they are prevented from being shipped in the vessel named

in the warrant, or other document, or from being re-entered for exportation, under bond, in some other ship, may, within fourteen days after the final clearance of the vessel named in the warrant, or other document, and on receipt from the proper officer of a certificate of short shipment, be received back into warehouse. If it be desired to return to the original warehouse goods which have been short-shipped, and have been produced to the officers at port of intended shipment after removal from another port or place, such goods must be constructively warehoused at the port to which they shall have been removed and a new bond for their removal to the original warehouse must be given.

247. Goods which have been delivered from warehouse for home consumption are not allowed to be returned thereto without the Board's sanction.

248. Examinations of goods on receipt must be made in the presence of the warehouse-keeper or his representative.

251. The original contents of casks are to be taken as correct, unless there is reason to doubt their accuracy, when they may be checked by gauge, weight or measure, as most convenient.

252. Should any variation be found which cannot reasonably be accounted for, the cask in which it occurs is to be re-gauged, or weighed, emptied, and tared, and the quantity ascertained. If found to be more than one gallon in bulk above or below the quantity specified in the despatch, the officer at the place of removal should be informed, and if necessary, the cask in which such difference is found is to be detained, and the case stated to the Board.

263. On the application of the proprietor, on a warrant for the re-gauge, or re-test, of wine at any time while in warehouse, the officer is to allow the re-gauge, or re-test thereof; samples being re-tested with as much despatch as business will permit.

265. When spirits and wines in cases removed under bond are received into warehouse, it will be sufficient to open and examine one package in every ten bearing the same mark. If, in the packages opened, any irregularity be discovered, or if the warehouse-keeper declines to accept the despatch quantity, every package of the consignment may be examined.

266. When the goods thus received are contained in cases fastened with tape or wire secured by a revenue seal, and so advised in the despatch, one package only in each consignment need be opened and examined. If packages are found

to be taped and sealed, or wired and plombed, in any insufficient or unsatisfactory manner, the goods are not exempted from the usual examination required in the case of unsealed packages.

268. When the packages contain wine none of the bottles need be opened unless fraud is suspected.

270. Cases of wines or spirits which have been thus examined are not required to be examined again before delivery for home consumption, but if delivered for removal to another warehouse one or more packages must be re-examined to see that the number of bottles therein is correct; when delivered for exportation one package in twenty, or in any number less than twenty, need only be so examined when the officer is satisfied that the cases have not been tampered with. The contents of the bottles need not however be tested in any case unless there is cause to suspect fraud on the Revenue.

271. The surveyor must re-examine some of the packages opened by the officer, and occasionally select one or more packages, not previously opened, for examination by himself.

285. When goods removed under bond for re-warehouse-ing, are not produced nor duty tendered at the place of arrival within the time specified in the despatch, a certificate of non-receipt is within the next six days to be forwarded, without fail, to the officer at the place of removal, who, on receipt thereof, will call upon the remover to pay the duty or show cause why his bond should not be put in suit. In the event of the goods being subsequently produced, notice is at once to be sent to the place whence the goods were forwarded.

Operations in Bond

286. Before an operation is performed in warehouse, a notice, stating the exact nature and terms of the proposed operation and containing a specification of the goods, as in the case of an ordinary delivery, must be prepared and signed by the proprietor. This notice will be given on the operation warrant form.

287. The record of particulars taken on receipt of goods into warehouse shall be taken to be the account prior when the operation takes place on day of receipt, or on the following day, if the merchant so consents.

290. Operations must not be performed except in the presence of an officer, whose attendance while operations are actively proceeding must be continuous.

296. Wines and spirits, after operations, can only be put into legal packages, viz. :—

(*a*) Wine into quarter casks, for home consumption ; or into casks of the minimum capacity of seven gallons each, for exportation.

(*b*) Spirits into casks of the minimum capacity of, and containing not less than nine gallons each, for home consumption or for exportation. The ullages, if any, measured off in quarts, must not exceed one gallon if intended for home consumption, or two gallons if for direct exportation.

297. Restrictions as to size of cask or quantity of goods do not apply to the drawing-off or re-packing of small quantities for stores or fortifying purposes, or for filling up natural ullages. But goods in original, or re-packed packages which have been deposited on a store floor, must not be delivered for home consumption without the Board's sanction. Wines and spirits in cases may be repacked for shipment as stores into cases containing not less than ·89 of a liquid gallon.

298. Wines or spirits remaining from an operation may, if of legal quantity, be re-warehoused, on ullage, in one of the original casks or in another cask of suitable size, subject to the ordinary regulations governing casks in warehouse ; or they may, if admissible, be immediately cleared for home consumption. When the remnant is less than a legal quantity it should be cleared for H.C. without delay, whether otherwise admissible or not, unless it consists of immature spirits or it is desired to re-warehouse it for use in a subsequent operation. On a remnant of less than a legal quantity no allowance for loss can be made when cleared for H.C., but when retained in warehouse an allowance not exceeding the ordinary rate for two months may be granted for any deficiency that may arise.

Racking, Vatting and Blending

299. Spirits and wines may be vatted or blended or racked as often as required by the proprietor on his written request made in the proper form.

300. Blending, or racking, from cask to cask may be performed in warehouse, and casks in bad condition may have their contents racked into sound casks.

301. The operation of putting wines or spirits together in a vat may only be performed in a compartment of a warehouse fitted, specially approved, and used for that purpose only, unless the vat is a close covered vessel, provided with fastenings by which the hatch and discharge cock may be secured by

revenue locks, and has been properly fixed and accurately gauged. Every such vat must, while in use, be kept locked except when required to be opened for receiving or racking, and vat compartments must also be kept locked when the vats are in use.

302. Vats must be legibly marked with distinctive numbers and their capacity in gallons. They must also be permanently placed in a convenient situation in the warehouse, and approved by the surveyor.

303. The proprietor, in making request to put wines or foreign spirits of the same sort together, whether in a vat or otherwise, may elect to describe the operation by either name, "vatting" or "blending," and may mark his casks on completion of the operation accordingly; but when any other article allowed by existing regulations—excepting in cases of fining or fortifying under the regulations—is added to such wines or such spirits; or when any part of such wines or spirits has been previously vatted the operation shall be deemed and called a "vatting." (*See* pars. 308 and 309.)

304. In all documents relating to vatted or blended wines, the country of consignment and the country of importation must be shown; and in documents relating to vatted or blended spirits, the specific denomination, such as "brandy," "rum," etc., must be stated.

305. Wines are to be re-tested immediately after vatting, blending, or fortifying, if intended for home consumption or removal to another warehouse, on a sample from the bulk.

307. The following may be vatted or blended for home consumption:—

(*a*) Wines of the same sort, of the same country of importation and rate of duty.

308. Such wines may, if of the same mark, brand, description, rate of duty and importation, be vatted or blended and returned to original particulars. If they are drawn off into more casks than were started they are to be marked and numbered as follows:—

$$\text{Original Casks AB } 1/30\text{, added casks } \frac{1}{1/30,} \quad \frac{2}{1/30,} \text{ etc.}$$

309. When such wines are of the same mark, brand, description, country of importation, and rate of duty, but of different importations, the original marks and brands may be allowed to remain; if not of the same mark, all original marks, brands, and particulars of importation are to be carefully erased, and in either case the word "vatted" or

" blended," in accordance with the terms of the merchant's request, is to be marked on head of each cask.

310. The following goods may also be vatted or blended for home consumption, but the special permission of the Board must in each case be first obtained, viz. :—

(*a*) Wines which have been fortified by special permission with more than 10 per cent. of spirits with other wines not so fortified.

(*b*) Wines which have been fortified by special permission to a strength beyond 40 degrees, with other wines of the same sort not so fortified.

(*c*) Wines which have been unintentionally fortified to a strength beyond 40 degrees with other wines not so fortified.

NOTE.—*In each of the above cases, if the resultant strength exceeds 40 degrees, and so long as it exceeds that strength, the goods will be inadmissible for home consumption.*

(*d*) Wines of the same sort and country of importation, but subject to different rates of duty, the product being charged at the higher rate; or, the difference of duty on the portion at the higher rate being first paid, the product to be charged at the rate found on re-testing.

(*e*) Wines from the country of their growth, with wines of the same rate of duty imported from a country, not being the country of their growth; on satisfactory proof being adduced of common origin.

N.B.—Colour distinctions in Wines, except from Spain, abolished from January 1, 1898.

312. Casks containing vatted or blended wines or spirits must have permanently marked, on one head, the year and the progressive number of the operation, beginning with No. 1 for each year, in each warehouse, thus $\frac{98}{1}$, and underneath such number the progressive number of the cask, beginning with No. 1 for each operation, or for each year, as the proprietor may elect; written notice being given to the officers of any proposed alteration in the system of numbering adopted. The name of the proprietor, together with any distinctive mark of his own, may also be permanently marked on the cask; or in cases where the proprietor makes the necessary request on the notice to rack, vat, or blend, spirits may be drawn off into casks marked with the names of other persons instead of his own. When this course is adopted, the transaction is not to be deemed in any way a change of ownership, and the only notice which need be taken of it is to insert

a note at the foot of the account indicating the cask so marked on request.

313. All previous marks or brands on casks containing vatted or blended wines or spirits must be erased, except in cases where empty sherry casks are presented to be filled with British spirits. In these cases, the import brands may remain on the heads of the casks, provided that, before filling, the figures denoting the Customs number, content, and ullage be partially obliterated by two parallel lines of white paint, a quarter of an inch wide and one inch apart, drawn across them.

316. The term " Racking," as a special term, is applied to the following operations, viz. :—

(*a*) Drawing off wines bright from the lees, or spirits from sediment, into other casks.

(*b*) Drawing off wines or spirits from a cask in bad condition into a sound cask.

(*c*) Drawing off wines or spirits from one cask into one or more of smaller capacity, or transferring the contents of several casks of one sort and entry into one of larger capacity.

317. Wine may be racked from the lees, and the lees, at the option of the proprietor, be delivered on payment of the duty, or exported with the wine, or be destroyed in the presence of the surveyor.

318. Racking from bad condition may be performed under the ordinary regulations at the discretion of the officer upon the written request of the proprietor.

319. The casks into which wines are racked are to be gauged all round ; casks of spirits filled after operations, and intended for H.C., are to be weighed. When intended for exportation only the casks may, if in a Customs warehouse, be weighed or gauged at the option of the merchant. The officer must take care that, except as otherwise provided for, the marks, brands, names, or numbers put on the racked casks are those only of the original casks. If one cask, say A, No. 1, is racked into two casks, these must be described in as A $\frac{1}{1}$ and $\frac{2}{1}$ respectively (read 1 of 1 and 2 of 1), or if two casks, say A 2 and 3 are racked into one cask, that cask is to be marked and numbered A $\frac{1}{2/3}$ (read 1 of 2 to 3).

320. When the contents of a cask are simply racked into another cask of a similar capacity, the mark, number, and particulars of the original package are to be preserved, but in no case are other marks or brands to be allowed to remain, except as provided in par. 313. (*See* par. 312.)

Mixing

321. Wines, or foreign spirits not sweetened or mixed, of different sorts may be mixed together for exportation only. This operation may be effected under the regulations prescribed generally for " vatting and blending " ; but the word " mixed " must be entered in the accounts, and be marked on one head of each cask containing the mixed liquids, and all marks, brands, and particulars of importation must be erased.

322. The proprietor's name may be marked upon casks of mixed wines or spirits.

The proprietor may also place on his casks of mixed wines or spirits his known brand or trade mark, not being a quality mark or a mark in any way calculated to give a false character to the goods.

325. Wines from the same country of growth, but of different commercial designations (such as port, sherry, etc.), vatted or blended, are to be deemed of different sorts, and are to be described and branded " mixed."

Fining, Sweetening, Colouring, Etc.

328. Wines may be fined, sweetened, and coloured in bond under the following regulations, but no unusual materials or chemical preparations for flavouring or for altering their character may be added :—

329. Common finings, such as Spanish earth, albumen, patent finings not sweetened, isinglass, milk, etc., may be added to wine not exceeding 42 degrees of strength for home consumption, in any quantity and as frequently as the merchant may deem necessary, and whether the wine be contained in original or vatted, blended, or racked casks. The operation is to be performed under the supervision and in the presence of the officer.

330. Wines exceeding 42 degrees of strength can be operated upon only with the sanction of the Board.

331. Capillaire or sweet finings may be added to wines for home consumption in a proportion not exceeding one per cent. ; but no addition of such finings beyond such percentage can be made without the sanction of the Board, and for exportation only. The same proportion may also be added to spirits for exportation only. In either case the description will not be altered. (*See* par. 337.)

332. Colouring or sweetening matter may, with the Board's sanction, be added to wines of different sorts mixed in warehouse for exportation. The merchant must state in

his application the quantity or proportion of sweetening or colouring matter proposed to be added. The casks must be re-examined both prior to and after the operation, and they are to be marked " mixed and sweetened wines."

Filling

341. Natural ullages in casks of spirits or foreign wines caused by evaporation or racking from the lees or bad condition may be filled in bond from other casks of spirits or wines respectively, under the following regulations :—

342. If the wines or spirits drawn off be of the same mark and entry as those which are to be filled, the filled casks may retain their original marks and particulars.

343. If the wines or spirits drawn off be not of the same mark and entry, but the quantity required for filling does not exceed 5 per cent. of the liquid contained in the casks which are to be filled, the filled casks may still retain original marks and particulars. If the quantity required for filling exceeds 5 per cent. then the contents of the filled casks are to be deemed " blended " or " vatted " at the option of the proprietor, and the casks are to be so marked.

344. Casks of wines, or spirits, left on ullage after racking (except from the lees or bad condition) may not be filled ; neither may any ullage be created for the purpose of filling.

345. Casks of wine on natural ullage may, on special application to the Board, be filled with duty-paid wine of the same sort. The wine so treated shall be deemed eligible for home consumption ; and, if still retained in warehouse, the quantity used to fill must be added to stock.

Conversion of Still Wine into Sparkling Wine

346. Still wine, in quantities of not less than 30 gallons, may be made sparkling in bond, by aeration, fermentation, or other process which may be approved by the Commissioners of Customs, and subsequently bottled for home consumption or for exportation. The operation is to be performed in a warehouse, or in a compartment of a warehouse, specially approved for the purpose, and under the supervision and in the presence of the proper officer, when considered necessary by the Board.

347. Persons desiring to render still wine sparkling in bond will be required to give 24 hours' notice, in writing, of their intention to operate in warehouse, and they will be required to make a deposit to cover the cost of superintendence when considered necessary by the Board.

348. Prior to the operation of aerating, the wine may be blended in the place approved for that purpose under the provisions of pars. 307 and 310, and fortified under the provisions of par. 354. The ingredients necessary for aerating wine in bond must, before they are used, be submitted to the proper officer and approved, and in any case of doubt the opinion of the Board should be obtained.

349. The wine may be bottled in imperial or reputed quart or pint bottles, and must be packed for delivery in cases containing not less than one dozen quarts or two dozen pints. Wine so bottled may be deposited in bins to ferment and clear, and when subsequently disgorged, and the requisite ingredients added, the strength of the wine will be ascertained from sample in the usual way. Each bottle must, on delivery from the warehouse, bear an approved label, upon which is to be stated the particular name or description of the wine, and the words, " Made sparkling in the United Kingdom," in distinct characters, and each cork must be legibly and indelibly branded with the words " Made sparkling in U.K."

351. The blending operation, as far as deficiencies are concerned, will be subject to the regulations. The officers will pay special attention to the subject of deficiencies occurring in the different stages of the process subsequent to the bottling, reporting to the Board any instance of loss exceeding the one per cent. allowed on disgorging (par. 395) or any other special deficiencies. The accounts of the operation, etc., are to be balanced at the end of each quarter, and the results reported to the Board.

352. Wines rendered sparkling or effervescent, and bottled in bond, shall be deemed to be sparkling wine imported in bottle within the meaning of 55 and 56 Vict. cap. 16, and upon delivery for home consumption shall be charged with the duty imposed on sparkling wine, and the time when the wine is bottled shall be deemed to be the time of importation and warehousing.

353. Samples of wine aerated under the regulations may, when required for *bonâ fide* trade purposes, be allowed in quantities of not more than three quarts, or six pints from each operation, on payment of the duty.

Fortifying Foreign Wine

354. Wine in cask may be fortified in warehouse, for home consumption, with spirit to the extent of 10 proof gallons of spirit to 100 gallons of wine, provided the wine be not thereby raised to a greater strength than 40 degrees proof

spirit. The strength of wine for home consumption must not be raised beyond 40 per cent. of proof spirit. The officer is responsible that the proportion of 10 per cent. is not exceeded, and that such percentage is calculated according to the quantity of wine actually in the cask or vat at the time of the operation. He will take the re-examination account, and superintend the addition of the spirits. The contents of the cask or vat must be thoroughly mixed, and a sample sent to the laboratory, or testing office, for the purpose of ascertaining the strength.

354A. In the case of wine fortified in cask a sample for test may be drawn from one cask in 10, or fraction of 10 casks, in each operation, instead of from each cask, under the following conditions :—

(*a*) That the officer is satisfied that the wine is uniform in character.

(*b*) That practically the same proportion of proof spirit is added to each cask.

(*c*) That the calculated strength of the wine in each cask after fortifying does not exceed 29 degrees, in the case of wine entered at N.E. 30 degrees, and 39 degrees where entered at N.E. 42 degrees.

(*d*) That should the test of the wine in any cask after fortifying show the strength to be short of 30 degrees by not more than ·5 degree, or in the case of the stronger wines to be ·5 degree or less short of 40 degrees, the whole of the casks in the operation be tested.

(*e*) That in every case the request for operation be granted subject to a sample for test being drawn from each cask if considered necessary.

355. Spirits used for fortifying wine are to be deducted as proof from the spirit account, and transferred as liquid to that for wine; and the whole bulk of fortified wine is to be treated as wine, whether for home consumption or exportation.

356. Wine may be fortified to a strength beyond 40 degrees, for exportation only, upon an application to the Board, showing, to their satisfaction, that such fortifying is absolutely necessary for the preservation of the wine.

357. Wine fortified with not more than 10 per cent. of proof spirit, but unintentionally raised above 40 degrees, may not be delivered, even for exportation, without the Board's sanction.

358. The spirits allowed to be used for fortifying are :—
Foreign spirits, unsweetened ;
Foreign spirits, unsweetened, mixed in bond for exportation ;
British plain spirits ;
Spirits of wine ;
all of which may be reduced, for this purpose, with water to any degree of strength not below proof.

359. The following spirits may not be used to fortify wines in bond, viz. :—
Foreign spirits, so sweetened or mixed that the strength cannot be ascertained by Sykes' Hydrometer.
British spirits, sweetened or compounded.

360. Only so much wine may be removed from a cask as is necessary for the admission of the spirit required for fortifying, having due regard to the usual ullage ; but wine may not be taken from a cask where such removal is not absolutely necessary. Wine so removed is to be either cleared by payment of duty or used in another operation.

Fortifying British Wines

361. British wine in cask intended for immediate exportation may be fortified with spirit, subject to the following regulations, viz. :—
(*a*) That the wine be brought in cask to a warehouse duly approved for the purpose, but that it be neither manufactured, bottled, nor labelled in warehouse.
(*b*) That the quantity of spirit be limited to 10 per cent., i.e., 10 proof gallons of spirit to 100 gallons of wine.
(*c*) That the wine when fortified be delivered for exportation only.
(*d*) That the quantity of spirit mixed with the wine be entered on the Warrant and Export documents.

362. Should it be desired to fortify such wine beyond 10 per cent., a special application must be made to the Board, showing that the additional fortifying is absolutely necessary for the preservation of the wine on the voyage ; but the strength must not be raised above 40 degrees.

363. British cider or perry may be fortified to the same extent and under the same regulations, as British wines.

Bottling Wines and Spirits

378. Spirits, and foreign wines, may be bottled in a bottling warehouse for exportation or ships' stores, and spirits which are not inadmissible may be bottled for home consumption.

381. Wines may be stored in the same compartment with spirits, but not bottled at the same time ; there is no objection to British and foreign spirits being bottled at the same time.

383. Spirits (not being perfumed spirits) and foreign wines may be bottled for exportation or shipment as stores in glass bottles or stone jars of any size, and may be packed in cases containing not less than ·89 of a liquid gallon each, provided each case contains bottles or jars of uniform size. Not less than 1·78 liquid gallons of spirits (other than perfumed spirits and British sweetened spirits or liqueurs) or of foreign wines may be removed for exportation as merchandise at any one time, and no separate bottle or jar of a less capacity than one gallon may be exported uncased. Metal drums may be used for the exportation of spirits under the same conditions which apply to the use of glass bottles or stone jars. Spirits or wines bottled under the direction of this paragraph, may, on request, be packed in baskets or hampers, in place of wooden cases, provided that the wickerwork is so closely woven as to form complete cases, and that the packages are properly secured with wire under revenue seal.

385–6. (*a*) Vessels, whether of glass or stone, of less content than a gallon, are (except in the case of wines bottled for exportation or ships' stores) to have the quantity contained in a case ascertained by causing the minimum number of vessels for a case—selected promiscuously by the officer from the bottling when in progress, and filled ready for corking, or the contents of a packed case, to be emptied into a proper measure. The quantity required to fill up the measure is to be taken to the ·005 of a gallon, and any fraction less than a ·005 is to be reckoned as a ·005. If a packed case contains an unusually large number of vessels its contents may be calculated from the measurement of a portion not being less than the minimum quantity for a case. (*b*) Vessels of glass or stone, and metal drums each capable of containing one gallon and upwards, are to be filled by measure to the exact gallon, or gallon and tenths of a gallon at the option of the bottler, and on his previous written notice stating the exact quantity to be filled into each vessel ; all vessels of the same approximate size used in an operation are—in the absence of a further written notice specifying a different quantity—to be filled with equal quantities, irrespective of vacuity.

The capacity of the bottles used in the bottling of wines for exportation, or ships' stores, may be ascertained by the use of water.

387. When bottling from any cask or vat has been commenced, the operation must be completed with all despatch.

388. The bottles must be packed without unnecessary delay. The proprietor must mark on the cases the year and the progressive number of each bottling, commencing with No. 1 in each year, thus : $\frac{23}{1}$, and underneath such number the progressive number of the case, commencing with No. 1 for each bottling or for each year, as the proprietor may elect ; written notice being given to the officers of any proposed alteration in the system of numbering adopted. He must also cause the term " spirits," or " whisky," or " compounded spirits," as the case may be, together with a distinctive trade mark, to be legibly painted on the outside of each case intended for home consumption.

389. Official objection will be taken to the use on labels, capsules, cases, or printed matter contained in cases, of :—

(1) Such expression as " Bottled in Bond," " Bottled in Customs (or Excise) Warehouse," or any other indication implying official countenance or guarantee of the correctness of the description of the goods.

392. Before the cases are removed from the bottling warehouse the proprietor may secure them at his own expense with tape, or wire, sealed by the officer with a revenue seal in a manner satisfactory to the surveyor. It may be deemed satisfactory if the tape or wire is carried round the middle and over the ends of the package, and in the case of a wooden package securely attached by a staple to each board.

393. Any cask of wine or spirits, or any part thereof left as a residue after a bottling operation, may be dealt with under the provisions of par. 298 ; it being also understood that such remnant or residue may, if desired, be racked prior to delivery from the lees or sediment, which may be destroyed, and that if the goods be spirits, the cask must be dealt with as directed by par. 294.

394. When a bottled remnant of less than 1·78 gallon is left at the completion of an operation, it must be immediately cleared for H.C. even if otherwise inadmissible.

Repacking, Disgorging, etc., of Bottled Wines and Spirits

395. Wines or spirits in bottles may be started into casks, if it is shown upon application to the Board that the operation is necessary. Any deficiency in the operation not exceeding

one per cent. may, if satisfactorily accounted for, be written off by the surveyor.

396. Wines or spirits imported in cases may be adjusted and repacked, and cases either imported or packed in warehouse may also be unpacked for remedying by renewal any damage to the labels or capsules caused by water or other accident, but labels or capsules must not be changed for others not identical in terms.

When, however, cases containing wines or spirits, either imported in bottle or bottled and packed in warehouse, are intended for exportation to the United States of America they may, on the written request of the proprietor, be unpacked for the purpose of affixing to the bottles labels showing the country of origin of the goods, the quantities in the bottles and the alcoholic strength of the spirits, on condition that the goods so dealt with are to be regarded as eligible for exportation only, and that the provisions of par. 389 are observed.

398. Sparkling wines in bad condition may, on request on the usual form, be disgorged and recorked in a place in a warehouse set apart for the purpose. Deficiencies arising from loss in operation not exceeding one per cent. may be allowed, if the surveyor is satisfied.

Converting Unsound Wine into Vinegar

400. Unsound wine or lees of wine, may on the Collector being satisfied, be delivered free, as vinegar, upon being mixed with not less than 20 per cent. of commercial vinegar, or an equivalent proportion of acetic acid, in the presence of the proper officers, who will increase the quantity of vinegar if necessary in their judgment.

401. The strength of the acetic acid is to be certified by the officers in the laboratory, to whom a small sample is to be forwarded for testing, and who will state the proportion to be used.

Prompt Removal of Duty-paid Goods

495. The sole purpose for which a bonded warehouse is approved is the secure keeping of dutiable goods before or until the payment of duty or exportation, and subject to any admissible operation thereon ; and the bond taken from the sureties of a warehouse-keeper is to secure the payment of duty upon such goods.

Warehouse-keepers and owners of bonded goods must, therefore, understand that the payment of duty entails an obligation to remove forthwith from bonded premises the goods in respect of which such duty is paid.

Wet Goods for Home Consumption

496. If the duty be paid on the account as warehoused, casks of wine must be dipped, and casks of spirits dipped and their strengths be tried before delivery, as a check against error; and every cask, whether of wine or spirits, in which there is a vacuity of five gallons or more, and which shall not have remained under the observation of an officer from the time of examination, must be re-dipped at the time of actual delivery, to see that the contents have not been improperly interfered with. The particulars thus taken must be entered on the warrant, and the signature of the officer appended.

497. When delivered on the re-examination account, the ullage and proof quantities must be carefully ascertained, and the time the goods have been in warehouse noted, in order to calculate the allowance for loss in warehouse as regulated under the head of "Deficiencies." When the ordinary allowance is not enough to cover the loss, care must be taken to trace the causes.

499. The proprietor must enter in the warrant for the delivery of wines or spirits, in cases, the marks and numbers, the description of bottles, the proof quantity in each case of spirits, and the total quantity at proof intended for delivery, and as regards foreign spirits, whether they were imported in bottle or bottled in bond. The bottling charges must be added to the duty in the case of all foreign spirits bottled in warehouse. On home consumption warrants for spirits, the name and address (including the county) of the consignee are to be shown.

500. The following may not be delivered for home consumption, viz.:—

(*a*) Wine fortified in warehouse to a strength exceeding 40 degrees, unless, on re-testing, it is found not to exceed 40 degrees.

(*b*) Wine found, on importation, to be of 45 degrees of strength and upwards, is not to be delivered without the Board's authority.

(*c*) Wine mixed or bottled in warehouse. (*See* pars. 321 and 378.) For exception, *see* par. 352.

501. Wines are to be delivered at the rate found by testing on importation, or after vatting, fortifying, etc. The proprietor, however, can, at any time, require a re-test before delivery by making a request on the warrant; and the charge must be made at the rate then found. (*See* par. 263.)

For Removal from one Warehouse to Another

513. Except as otherwise directed, goods in warehouse may be removed to any other warehouse duly approved for

the receipt and deposit of such goods; spirits, however, are not to be removed to a distiller's warehouse or store.

514. Before the delivery of goods for removal to any other warehouse, in the same or any other place, bond is to be given that such goods shall be duly re-warehoused, or otherwise accounted for. A warrant must be prepared by the proprietor, as in the case of delivery for home consumption, on which the name and address of the consignee, and of the warehouse to which the goods are to be removed, also the mode of conveyance, must be inserted. The officer will regulate the time allowed for the removal accordingly.

On not less than one package in ten a card is, with the under-noted exception, to be affixed, on which is to be printed, or written, " The Principal Officer of Customs and Excise," and the place to which the goods are to be removed, with the name and situation of the particular warehouse. The name of the consignee may be placed on the top or bottom of the card or label, *provided such name be without any address*, and that the above conditions are in no wise interfered with. When, however, a very large number of small packages is removed at one time, surveyors may exercise their discretion as to the precise proportion of address cards which should be used, so long as a card is affixed to at least one package in fifty. Each card should be marked in the top right-hand corner, in brackets, with the total number of packages in the particular parcel. This paragraph applies to all goods removed from warehouse under bond.

520. No goods must be removed to the Isle of Man that have not been fully examined; but warehoused goods may be removed to any Customs port or creek in the island, whether approved for warehousing or not, for immediate delivery for consumption in the island on their being landed, subject, as regards chargeable deficiencies, to par. 187.

Exportation of Bonded Goods

537. Before goods are delivered for exportation or ships' stores, the usual bond must be given and a warrant prepared by the proprietor. The warrant will be passed through the Collector's office, except when a general bond has been given for a particular warehouse. A shipping bill and, if the goods are to be conveyed by lighter, a shipping note must be filled up and presented with the warrant containing the name of the export vessel. Before the goods leave the warehouse, not less than one in ten of the packages must bear a card on which is boldly written or printed, " Under bond..... packages to be produced to Customs officer at....."

APPENDIX E

BRITISH WINES REGULATIONS.

Under the Finance Act, 1911, the Commissioners of Customs and Excise were empowered to make regulations prohibiting or restricting the mixture for sale of any British Wines with any Foreign Wine, or with any description of Spirits, or the sale or exposure for sale of any such mixture, under pain of forfeiture of the offending article, and an Excise penalty of £50 for each offence.

The following regulations were published in the *London Gazette* of March 15th, 1912 :—

Finance Act, 1911

Regulations under Section 10

British Wines

The Commissioners of Customs and Excise, in pursuance of the powers vested in them by section 10 of the Finance Act, 1911, hereby prescribe the following regulations, which are to be observed on and after the first day of April, 1912.

1. A manufacturer for sale of British Wines or sweets or made Wines (hereinafter referred to as British Wine) must not

(*a*) mix any British Wine with any Foreign Wine, except in the course of manufacture ; or

(*b*) in course of manufacture mix with any British Wine any Foreign Wine in any quantity exceeding the proportion of 15 gallons of Foreign Wine to 100 gallons of British Wine ; or

(*c*) mix any Spirits with any British Wine except for the sole purpose of fortifying the wine.

(The description " Port " or " Madeira," such as " British Port," must not be applied to British made wines).

2. Every manufacturer for sale of British Wine must, on sending out any British Wine, enter in the entry book obtained by him from the Officer of Customs and Excise the following particulars, that is to say :—

(*a*) the name and address of the person to whom Wine is sent out; and

(*b*) the quantity and description of the Wine sent out; and

(*c*) the date when the Wine is sent out.

The entries must be made before the expiration of the day on which the Wine is sent out, and are additional to the entries required to be made in the book pursuant to the regulations made on August 8th, 1906, under sub-section (2) of section 7 of the Revenue Act, 1906.

3. A dealer in or retailer of Foreign Wine or British Wine must not

(*a*) mix for sale any Foreign Wine with any British Wine; or

(*b*) sell or expose for sale any British Wine which contains Foreign Wine in any quantity exceeding the proportion of 15 gallons of Foreign Wine to 100 gallons of British Wine; or

(*c*) sell or expose for sale any British Wine to which spirits have been added except for the sole purpose of fortifying the wine.

4. A rectifier or compounder of Spirits must not mix any British Wine with any Spirits either for the manufacture of British compounds or for any other purpose.

5. A dealer in or retailer of Spirits must not mix any British Wine with any Spirits except for the sole purpose of colouring or fining the spirits.

6. British Wine manufactured in conformity with these regulations must not, by reason of the admixture therewith of Foreign Wine, be sent out or sold or exposed for sale otherwise than under the designation of a British Wine.

Dated this 8th day of March, 1912.

Signed by order of the Commissioners of Customs and Excise,

J. P. Byrne,
Secretary.

Custom House, London.

APPENDIX F

RATES AND CHARGES OF THE PORT OF LONDON AUTHORITY.

The following Tariff, introduced by the P.L.A, on 1st July, 1916, is subject to an increase of 65 per cent. on Rent, 72½ per cent. on all other charges.

These rates are subject to discount.

Wines in Casks

	Unsizeable Casks, per 210 gallons.	Large Casks, 126 to 160 gallons.	Pipe, Butt or Puncheon.	Hogshead, 43 to 65 gallons.	Third.	Quarter-Cask.	Half-Quarter-Cask or Octave.	Cask under 10 gallons.	Colonial Wines.			
									Pipe or Punch. 71 to 125 gallons.	Hogshead, 43 to 70 gallons.	Third, 34 to 42 gallons.	Quarter-Cask, 20 to 33 gallons.
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Landing Rate	4 6	3 0	2 3	1 5	1 1½	0 10	0 7	0 4½	2 3	1 5	1 1½	0 10
Delivery to land conveyance from quay within fourteen days from final gauging of each mark	4 6	3 0	2 3	1 5	1 1½	0 10	0 7	0 4½	2 3	1 5	1 1½	0 10
Additional for delivery to water conveyance	1 10½	1 3½	0 11	0 7	0 6½	0 5½	0 4½	0 2	0 11	0 7	0 6½	0 5½
Rent per week	—	—	—	—	—	—	—	—	0 5½	0 3½	0 2½	0 2½
Landing, Housing and Coopering Rate												
Wines (iron bound) and Claret	13 6	9 3	6 9	4 3	3 4½	2 6	1 8½	1 1½	4 0	2 6	2 0	1 6
Ditto (wood bound) and Port and Sherry in iron-bound casks	16 4	10 11	8 2	5 0	3 11	2 11	2 5	1 8	—	—	—	—
Casks landed with less than the standard number of iron hoops pay in addition for each hoop deficient	—	—	0 5½	0 5½	0 5½	0 5½	0 5½	0 4½	0 5½	0 5½	0 5½	0 5½
Delivery to land conveyance from the vault, including cooper's attendance, or from the quay after the expiration of the fourteen days above mentioned	6 9	4 6	3 5	2 3	1 11	1 7	1 1½	0 9	2 0	1 4	1 2	1 0
Additional for delivery to water conveyance	1 10½	1 3½	0 11	0 7	0 6½	0 5½	0 4½	0 2	0 11	0 7	0 6½	0 5½
Rent, per week	0 11	0 7½	0 5½	0 3½	0 2¾	0 2¼	0 1¾	0 1	0 3	0 2	0 1½	0 1
Cooper's superintendence, per week	0 2	0 1½	0 1	0 0½	0 0½	0 0½	0 0½	0 0¼	0 1	0 0½	0 0½	0 0½

Definition of Wine Casks (Colonial Wine Excepted)

	Full Contents.				Full Contents.			
Half-Quarter-Cask or Octave	10	and under	20	gallons.	Pipe, Butt or Puncheon	66	and under	126	gallons.
Quarter-Cask	20	,,	33	,,	Large Casks	126	,,	160	,,
Third Cask	33	,,	43	,,	Unsizeable	160	and upwards.		
Hogshead	43	,,	66	,,					

Rates and Charges on Wines in Cases

	Landing Rate, including firsttasting or sampling, housing and delivery to land conveyance within six clear working days from final examination	Additional if shipped.	Opening for inspection or examination, including unpacking.	If not delivered within six days, delivery to		Rent from date of the vessel breaking bulk or first landing from craft per week.
				Land Conveyance.	Water Conveyance.	
	s. d.	s. d.	s. d.	s. d.	s. d.	s. d.
Double Magnums per dozen	0 9	0 4	0 9	0 $7\frac{1}{2}$	0 9	0 1
Ordinary Magnums .. ,,	0 $4\frac{1}{2}$	0 2	0 $4\frac{1}{2}$	0 $3\frac{3}{4}$	0 $4\frac{1}{2}$	0 $0\frac{1}{2}$
Quarts .. .. ,,	0 $3\frac{1}{2}$	0 $1\frac{1}{4}$	0 $3\frac{1}{2}$	0 $2\frac{1}{2}$	0 $3\frac{1}{2}$	0 $0\frac{1}{2}$
Pints .. .. ,,	0 2	0 1	0 2	0 $1\frac{1}{2}$	0 2	0 $0\frac{1}{4}$
Half-pints .. .. ,,	0 1	0 $0\frac{1}{2}$	0 1	0 $0\frac{3}{4}$	0 1	0 $0\frac{1}{8}$
Miniatures :						
·015 gallons and upwards each .. ,,	0 1	0 $0\frac{1}{2}$	0 1	0 $0\frac{3}{4}$	0 1	0 $0\frac{1}{8}$
Exceeding ·010 galls. and under ·015 galls. each .. ,,	0 $0\frac{3}{4}$	0 $0\frac{3}{8}$	0 1	0 $0\frac{5}{8}$	0 $0\frac{3}{4}$	0 $0\frac{1}{16}$
·010 gallons and under each .. ,,	0 $0\frac{5}{8}$	0 $0\frac{5}{16}$	0 1	0 $0\frac{3}{8}$	0 $0\frac{5}{8}$	0 $0\frac{1}{16}$

DOCK RATES AND CHARGES

Bottling of Wines

	Per Dozen.		
	Quarts.	Pints.	Miniatures.
	s. d.	s. d.	s. d.
Consolidated Rate including receiving casks or removing to bottling warehouse, receiving cases, bottles and materials, housing, fining, bottling, corking, sealing or capsuling (but not both), labelling (1 to 3 labels), wrapping in paper, packing in single straw envelopes, nailing down, marking in ink up to 30 characters, including marking weights and measurements, delivery to land or water conveyance, bagging the lees, rent on the empty bottles and bunging up and delivery of empty casks—merchants to provide all materials	1 3	0 11	0 7
Over 350 dozen at one time	1 0	0 9½	0 6
When filtering is done by merchants at time of bottling, an additional charge will be made of	0 1¼	0 0⅝	
When vatting is performed in connection with, and at the same time as, bottling, the charge to include vatting and use of vat for one night will be increased by	0 1½	0 0¾	0 0¼

Rent to commence three weeks from date of bottling. For bottling half or quarter-pints the rates for pints are charged.

Wines are not permitted to be bottled in bond for home consumption.

RATES ON WINES IN CASKS. These rates and charges are now subject to a deduction of 35% so far as quay porterage rates are concerned, and 30% from all other rates, except rent.	Per Pipe, Butt, or Pun.	Per Hhd. of 50 to 79 gallons.	Per Brl. of 20 to 34 gallons.	Per Half, Qr. or less.
	s. d.	s. d.	s. d.	s. d.
QUAY DELIVERY RATE from Receiving to Loading inclusive (but not coopering)	3 11·2	2 2·4	1 2	0 8·8
(When delivered direct into carts *ex* ship, or removed without gauging or examination, only half these rates are charged.)				
HOUSING RATE from Ship, including drawing and forwarding First Samples	8 4	5 0	3 2	2 3
Receiving per land carriage, sampling, etc. ..	4 4	3 8	2 6	1 6
DELIVERY RATE, including dipping, cooper's attendance, and loading by land (one to 10 packages) ..	6 0	3 7	2 7	1 8
If more than 10 packages, consecutive numbers above ten .. .. each	4 10	2 10	2 1	1 4
RENT in Dock Warehouses, including cooper's superintendence, per week	0 6	0 4	0 1·5	0 1·25
RENT for 12 months paid in advance	16 8	12 6	5 6	4 10

LIVERPOOL (Mersey Docks and Harbour Board)—*continued*

Rates of Wines in Casks. These rates and charges are now subject to a deduction of 35% so far as quay porterage rates are concerned, and 30% from all other rates, except rent.	Per Pipe, Butt, or Pun.	Per Hhd. of 50 to 70 gallons.	Per Brl. of 20 to 34 gallons.	Per Half, Qr. or less.
Extra Rates and Charges.	s. d.	s. d.	s. d.	s. d.
Breaking-out for re-gauge, transfer or examination up to 10 packages	2 4·5	1 5·65	0 11·9	0 8·5
Breaking-out for re-gauge, transfer or examination after the first 10 packages	1 7·7	1 1·6	0 8·5	0 7
Re-gauging, first 10 packages, 3s. each: after first 10, 2s. 3d. each.				
Racking, including receiving and delivery of empty casks	16 1	9 11	7 4	5 11
Sampling one to 10 packages, 16d. each; 11 and upwards, 11·5d. each.				
Tasting in Store, 8d. each; ditto at Public Sale, 4d. each.				

LIVERPOOL (MERSEY DOCKS AND HARBOUR BOARD)—(*continued*)

WINES IN CASES, BASKETS, ETC.	Per 5 doz. Qts.	Per 4 doz. Qts.	Per 3 doz. Qts.	Per 2 doz. Qts.	Per 1 doz. Qts.
	s. d.	s. d.	s. d.	s. d.	s. d.
QUAY DELIVERY RATE, including loading from Quay	2 2·4	1 10	1 5·6	0 11	0 6·6
HOUSING RATE, *ex* ship, including opening, etc., and storing and furnishing landing account	3 8	2 7·5	2 3	1 9	1 1·6
,, ,, per land carriage, if housed without examination ..	0 11·5	0 8	0 8	0 6·5	0 4
,, ,, ,, ,, including Customs examination	2 11·5	2 2·8	1 11	1 4	0 11·5
DELIVERY RATE, including loading by land up to 10 cases, each	2 2	1 11	1 4	1 0	0 9
,, ,, including loading by land over 10 cases, each	1 0	1 4	1 0	0 8·5	0 7
RENT in Dock Warehouses .. .. per week	0 3·5	0 3	0 2·5	0 1·5	0 0·8

BOTTLING RATE, per doz. mags., 47·4d.; per doz. quarts, 31·5d.; per doz. pints, 23·7d.; capsuling, tinfoiling, papering, sealing, labelling, 3·6d. per dozen for each operation. Rent to commence seven days after bottling, Merchants providing materials.

APPENDIX G

" PORT " AND " MADEIRA "

Under the Anglo-Portuguese Treaty

The General Order issued from the Custom House on September 18th, 1916, is as follows :—

Under the Anglo-Portuguese Commercial Treaty Acts, 1914 and 1916, the description " Port " or " Madeira," is to be deemed to be a false description when applied to :—

(1) Wine or other liquor, other than wine the produce of Portugal and the Island of Madeira respectively.

(2) Wine the produce of Portugal, in respect of which a certificate issued by the competent Portuguese Authorities to the effect that it is a wine to which by the law of Portugal the description " Port " may be applied, has not been furnished.

The Board accordingly direct that wines or other liquor imported on and after the 24th instant to which the trade descriptions " Port " or " Madeira " are falsely applied are to be placed under detention, even though the false trade description " Port " or " Madeira " is accompanied by a geographical indication of the actual country of production.

With reference to (2) above, importations of Portuguese Wine described as " Port " may be passed, provided a certificate duly signed is produced. In any case of doubt the directions of the Board are to be sought.

Entries in which Wine or other liquor imported from countries other than Portugal or Madeira, is described as " Port " or " Madeira " respectively, are not to be accepted unless accompanied by satisfactory evidence that the wine is the produce of Portugal or Madeira as the case may be. As regards wine described as " Port," a certificate in the proper form, duly signed by the competent Portuguese Authority to the effect that it is a wine which by the law of Portugal the description " Port " may be applied, must also be produced.

Entries containing the description " Port " or " Madeira " for wines which are not the produce of Portugal or Madeira respectively, are not to be accepted, though that description is qualified by an indication of the actual country of production.

The description " Port " or " Madeira " applied to wines other than those the produce of Portugal or Madeira respectively, though the description is accompanied by an indication of the actual country of production, is a false trade description ; the description " Port " applied to Wine from Portugal is also a false trade description unless the Wine so described is accompanied by evidence that such description is valid under Portuguese law ; any Wine to which a false trade description is applied is to be detained and reported.

Entries in which Wine imported from countries other than Spain is described as " Sherry," unaccompanied by satisfactory evidence that the wine is the produce of Spain, are not to be accepted unless the word " Sherry " is qualified by an unmistakable indication of the country in which the wine was produced.

A mark which, though not naming, includes the name of a place or country, is to be held as naming such place or country, For instance, a wine which is not the produce of Spain described as " Sherry " (which word includes the name Xeres), should have that description qualified by a statement of the actual country of production, e.g., " Produced in *Australia* " or as " *Australian* Sherry."

This enactment applies not only to foreign wine but to British Wine made in this country and hitherto sold as " British Port," etc.

The following printed notice to Manufacturers and Retailers of British Wines, or Sweets, or Made Wines, acquainting them with the change in the law has been issued.

Notice to Manufacturers and Retailers of British Wines, or Sweets, or Made Wines

The attention of Manufacturers and Retailers of British Wines, or Sweets, or Made Wines, is directed to the following provisions of the Anglo-Portuguese Commercial Treaty Acts, 1914 and 1916 (5 Geo. 5, ch. 1, and 6 Geo. 5, 39), which are now in force.

" The description ' Port or Madeira,' applied to any wine or other liquor, other than wine the produce of Portugal and the Island of Madeira respectively, shall be deemed to be a false trade description within the meaning of the Merchandise Marks Act, 1887, and that Act shall have effect accordingly."

This enactment applies to British as well as to Foreign Wine, and the use of the terms " British Port " or British " Madeira " in labelling or otherwise describing British Wines will involve liability to penalties under the Merchandise Marks Act, and all such descriptions applied to British Wines should be discontinued.

By Order of the Commissioners of Customs and Excise.

APPENDIX H

GALLONS AND LITRES

Galls.		Litres.		
$\frac{1}{4}$	=	1·136		
$\frac{1}{2}$	=	2·272		
$\frac{3}{4}$	=	3·408		
1	=	4·54		
2	=	9·09		
$2\frac{1}{5}$	=	10·00		
3	=	13·63		
4	=	18·17		
5	=	22·27		
6	=	27·26		
7	=	31·80		
8	=	36·35		
9	=	40·89		
10	=	45·43		
11	=	49·98		
12	=	54·52		
13	=	59·06		
14	=	63·61		
15	=	68·15		
16	=	72·69		
17	=	77·24		
18	=	81·78		
19	=	86·32		
20	=	90·86		
21	=	95·41		
22	=	99·95		
22·02	=	100·00	or one	"Hectolitre."
27	=	122·67	,,	Quarter Cask *Sherry*.
28	=	127·22	,,	,, ,, *Port*.
30	=	136·30	,,	Aum of *Hock*.
46	=	209·00	,,	Hogshead of *Claret* or *Burgundy*.
54	=	245·34	,,	Hogshead of *Sherry*.
57	=	258·97	,,	,, ,, *Port*.

GALLONS AND LITRES—(*continued*)

Galls.	Litres.		
92	= 418·00	or a	Pipe of *Madeira*.
93	= 422·54	,,	,, ,, *Marsala*.
108	= 490·68	,,	Butt of *Sherry*.
115	= 522·48	,,	Pipe of *Port* or *Tarragona*.
117	= 531·57	,,	,, ,, *Lisbon*.
190	= 863·25	,,	Tonneau of *Claret*.

APPENDIX J

A LIST OF PORT SHIPPERS

Showing the Port Vintages shipped by each during the last sixty years.

1863.

Cockburn.
Croft.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Van Zellers.
Warre.

1864.

Martinez.
Offley.

1865.

Croft.
Dow.
Fonseca.
Graham.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.

1866.

Martinez.
Offley.

1867.

Cockburn.
Croft.
Dow.
Feuerheerd.
Gould Campbell.
Graham.
Martinez.
Offley.
Sandeman.
Tuke.

1868.

Cockburn.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Morgan.
Offley.

1868—(*continued*)
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Van Zellers.
Warre.
Martinez.

1869.
Croft.

1870.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Warre.

1871.
Feuerheerd.

1872.
Cockburn.
Croft.
Dow.
Feuerheerd.
Gould Campbell.
Graham.
Kopke.
Martinez.
Morgan.
Offley.
Sandeman.
Smith Woodhouse.
Taylor.
Warre.

1873.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.

1874.
Martinez.
Offley.
Tuke.

1875.
Cockburn.
Croft.
Dow.
Feuerheerd.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.

1875—(*continued*)
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Warre.

1877.
Sandeman.

1878.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Van Zellers.
Warre.

1880.
Graham.
Martinez.
Taylor.

1881.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Van Zellers.
Warre.

1884.
Cockburn.
Croft.
Delaforce.
Dixon.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke (Lagares).
Van Zellers.
Warre.

1885.
Croft.
Gould Campbell.
Graham.
Martinez.
Offley.

1886.
Martinez,

1887.

Cockburn.
Croft.
Delaforce.
Dixon.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Van Zellers.
Warre.

1888.

Offley.

1890.

Cockburn.
Croft.
Delaforce.
Dixon.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Tuke.
Van Zellers.
Warre.

1892.

Croft.
Dow.
Gould Campbell.
Graham.
Kopke.
Martinez.
Offley.
Rebello Valente.
Sandeman.
Taylor.
Tuke.
Van Zellers.

1894.

Cockburn.
Croft.
Delaforce.
Feuerheerd.
Graham.
Kopke.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Tuke.
Warre.

1896.

Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gonzalez.
Gould Campbell.
Graham.
Kopke.
Mackenzie.

1896—(*continued*)
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Van Zellers.
Warre.

1897.
Croft.
Graham.
Kopke.
Martinez.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.

1899.
Dow.

1900.
Cockburn.
Croft.
Delaforce.
Feuerheerd.
Fonseca.
Gonzalez.
Gould Campbell.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Warre.

1901.
Graham.

1902.
Offley.

1904.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Quinta de Roriz (Gonzalez).
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Van Zellers.
Warre.

1906.
Taylor.

1908.
Cockburn.
Croft.
Delaforce.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.

1908—(*continued*)
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Quinta de Roriz (Gonzalez).
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Van Zellers.
Warre.

1910.
Offley.

1911.
Martinez.
Sandeman.

1912.
Cockburn.
Croft.
Dow.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Martinez.
Morgan.
Offley.
Quinta de Roriz (Gonzalez).
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Van Zellers.
Warre.

1917.
Croft.
Delaforce.
Ferreira, A. A.
Feuerheerd.
Graham.
Kopke.
Quinta de Roriz (Gonzalez).
Rebello Valente.
Sandeman.
Smith Woodhouse.
Taylor.
Van Zellers.

1919.
Delaforce.
Ferreira, A. A.
Kopke.
Mackenzie.
Martinez.
Offley.

1920.
Croft.
Delaforce.
Dow.
Ferreira, A. A.
Feuerheerd.
Fonseca.
Gould Campbell.
Graham.
Kopke.
Mackenzie.
Morgan.
Offley.
Quinta de Roriz (Gonzalez).
Rebello Valente.
Sandeman.
Smith Woodhouse.
Stormonth Tait.
Taylor.
Tuke.
Warre.

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